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For Release March 4, 1947

Cooperating with the
National Association
of Credit Men

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

Current
Wholesale
Trade

# WHOLESALERS' SALES, INVENTORIES, AND CREDITS

## JANUARY 1947

## SERVICE AND LIMITED-FUNCTION WHOLESALERS

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January sales of merchant wholesalers were off seasonally by 7 percent from December but they were 29 percent above the level of January 1946, Director J. C. Capt of the Bureau of the Census announced today. Inventories, valued at cost, continued to increase as they were up 6 percent at the end of January over December 31, and 59 percent from January 31, 1946. These data are based upon reports submitted to the bureau of the Census by 2,625 merchant wholesalers representing all parts of the country.

Considered by kinds of business, dollar sales were up - January 1947 over January 1946 - in all lines of trade for which data are shown separately in the accompanying table except for beer, wines and liquors, jewelry, leather, and miscellaneous. On the increase side lumber and building materials recorded the largest percentage gain in dollar volume, 91 percent; followed by electrical goods, 87 percent; paints, 81 percent; clothing, 76 percent; and meats, 72 percent. The trend in sales from December to January was mixed with 20 trades recording increases while 16 showed decreases.

Substantial inventory increases over January 1946 were recorded for electrical goods, 170 percent; lumber and building materials, 125 percent; meats, 92 percent; and clothing, 90 percent. Other trades reporting increases of more than 70 percent include shoes, dry goods, and furniture. As in the case of sales, inventory trends from December to January were mixed with 21 trades recording increases ranging from 1 to 37 percent, 3 trades reported no change, and 12 showed decreases ranging from 1 to 28 percent.

As might be expected, the stock sales ratio increased during January until it reached 143 percent. This would indicate that in general wholesalers had approximately 7 to 8 weeks' supply of merchandise on hand at the end of January. Trades recording more than 8 weeks' supply of merchandise at the January rate of sales included automotive supplies, drugs, liquors, hardware, industrial supplies, jewelry, machinery, and leather.

Following the usual seasonal trend, accounts receivable of 1,942 wholesalers were 8 percent lower at the end than at the beginning of January. The collection period for most lines of trade was well under 30 days and for some it was less than 2 weeks.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following table in summary for the United States and, insofar as the data permit without disclosing individual operations, by geographic divisions. No adjustments have been made for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

# WHOLESALERS' SALES AND INVENTORIES
JANUARY 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH |  |  |  | INVENTORY—END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS [a] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales | Percent change |  | January 1947 | Number of firms reporting stocks | Percent change |  | January 31, 1947 | Jan. 1947 | Jan. 1946 | Dec. 1946 |
|  |  | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | (Add 000) |  | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | (Add 000) |  |  |  |
| UNITED STATES | 2,625 | +29 | - 7 | $430,935 | 1,602 | +59 | + 6 | $364,540 | 143 | 114 | 123 |
| Automotive Supplies | 227 | +19 | - 1 | 11,159 | 142 | +53 | 0 | 10,694 | 179 | 138 | 180 |
| Chemicals (industrial) | 13 | +26 | +47 | 835 | 8 | +31 | - 4 | 286 | 67 | 59 | 127 |
| Paints and Varnishes | 58 | +81 | +27 | 4,936 | 13 | +23 | - 2 | 1,237 | 132 | 147 | 161 |
| Clothing and Furnishings, except Shoes | 29 | +76 | + 9 | 4,253 | 12 | +90 | +37 | 614 | 103 | 43 | 66 |
| Shoes and Other Footwear | 31 | +60 | + 3 | 23,583 | 20 | +72 | + 7 | 6,930 | 57 | 62 | 68 |
| Coal | 12 | +31 | +19 | 5,521 | 5 | +45 | -28 | 2,658 | 97 | 88 | 151 |
| Drugs and Sundries (liquor excluded) | 146 | + 5 | +10 | 36,399 | 110 | +28 | + 6 | 47,931 | 169 | 138 | 176 |
| Dry Goods | 79 | +24 | + 5 | 22,763 | 45 | +75 | + 1 | 24,546 | 156 | 116 | 151 |
| Electrical Goods | 363 | +87 | +34 | 57,873 | 239 | +170 | +11 | 52,102 | 137 | 97 | 79 |
| Dairy and Poultry Products | 30 | +39 | -10 | 5,999 | 17 | +14 | - 1 | 809 | 28 | 35 | 28 |
| Fresh Fruits and Vegetables | 73 | + 2 | -11 | 5,216 | 50 | + 8 | - 8 | 784 | 22 | 21 | 22 |
| Farm Supplies | 24 | +13 | +22 | 5,251 | 14 | +12 | - 6 | 823 | 91 | 84 | 123 |
| Furniture and House Furnishings | 39 | +53 | +45 | 8,895 | 24 | +77 | - 1 | 7,965 | 105 | 90 | 157 |
| Groceries | 529 | + 8 | + 2 | 85,563 | 319 | +46 | - 1 | 74,191 | 146 | 112 | 150 |
| Full-line wholesalers [b] | 298 | + 7 | + 6 | 41,608 | 178 | +45 | 0 | 41,945 | 153 | 114 | 158 |
| Voluntary-group wholesalers | 114 | + 9 | - 1 | 25,812 | 74 | +42 | - 1 | 21,618 | 153 | 122 | 149 |
| Retailer-cooperative warehouses | 19 | + 5 | + 2 | 6,369 | 12 | +70 | - 2 | 5,226 | 133 | 92 | 147 |
| Specialty lines | 98 | +11 | - 7 | 11,774 | 55 | +48 | - 2 | 5,402 | 107 | 90 | 113 |
| Confectionery | 54 | +17 | -14 | 1,957 | 29 | +46 | +10 | 971 | 67 | 53 | 53 |
| Meats and Meat Products | 58 | +72 | +11 | 34,200 | 41 | +92 | +17 | 7,761 | 57 | 42 | 51 |
| Beer | 53 | -11 | - 8 | 1,681 | 35 | + 3 | +13 | 486 | 41 | 36 | 33 |
| Wines and Liquors | 40 | -17 | -40 | 6,582 | 34 | +69 | - 3 | 12,250 | 194 | 95 | 119 |
| Liquor Department of Other Trades [c] | 41 | -21 | -42 | 7,544 | 40 | +64 | +24 | 27,158 | 360 | 176 | 167 |
| Total Hardware Group | 242 | +42 | - 2 | 47,714 | 154 | +47 | +11 | 57,362 | 178 | 171 | 161 |
| General hardware | 117 | +40 | - 5 | 34,171 | 80 | +48 | +12 | 45,788 | 182 | 175 | 162 |
| Industrial supplies | 65 | +44 | +10 | 8,472 | 41 | +37 | + 8 | 8,846 | 182 | 172 | 170 |
| Plumbing and heating supplies | 60 | +57 | + 6 | 5,071 | 33 | +66 | + 2 | 2,729 | 125 | 114 | 128 |
| Jewelry | 40 | -12 | -66 | 1,558 | 19 | +51 | +10 | 3,794 | 392 | 197 | 125 |
| Optical Goods | 13 | + 3 | + 6 | 218 | 6 | -14 | - 2 | 98 | 124 | 150 | 133 |
| Lumber and Building Materials | 60 | +91 | +15 | 5,702 | 29 | +125 | +20 | 1,854 | 94 | 57 | 80 |
| Machinery, Eqpt, and Supplies, except Electrical | 46 | +32 | -18 | 4,321 | 32 | +36 | + 6 | 6,014 | 170 | 166 | 132 |
| Surgical, Medical, Eqpt Supplies | 17 | +14 | - 1 | 1,742 | 11 | +66 | + 8 | 1,828 | 124 | 83 | 113 |
| Metals | 17 | +27 | +10 | 2,694 | 10 | +44 | + 2 | 2,768 | 143 | 127 | 160 |
| Paper and Its Products | 68 | +36 | +12 | 8,645 | 34 | +31 | + 4 | 3,818 | 103 | 114 | 101 |
| Petroleum | 29 | +13 | + 2 | 917 | 27 | +32 | +15 | 528 | 65 | 55 | 56 |
| Tobacco Products | 141 | +16 | -12 | 24,293 | 53 | +32 | 0 | 3,670 | 52 | 46 | 45 |
| Leather and Shoe Findings | 38 | - 2 | - 2 | 585 | 19 | +40 | + 8 | 1,279 | 313 | 223 | 308 |
| Miscellaneous | 15 | - 3 | + 4 | 2,336 | 11 | +16 | + 4 | 1,331 | 176 | 175 | 168 |

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a These stock-sales ratios are percentages obtained by dividing stocks by sales for an identical group of firms.
b Not affiliated with voluntary or cooperative groups.
c Chiefly of the Wholesale Drug Trade.

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## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

### JANUARY 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES [a] |  |  | ACCOUNTS RECEIVABLE |  |  |
|---|---|---|---|---|---|---|---|
|  |  |  |  |  | Percent change |  | As of |
|  |  | January 1947 | January 1946 | December 1946 | January 1947 vs. January 1946 | January 1947 vs. December 1946 | January 1, 1947 (Add 000) |
| **UNITED STATES** | 1,942 | 120 | 135 | 125 | + 48 | - 8 | $249,550 |
| Automotive Supplies | 175 | 94 | 94 | 96 | + 25 | - 8 | 8,053 |
| Chemicals (industrial) | 11 | 101 | 109 | 100 | + 23 | + 2 | 535 |
| Paints and Varnishes | 24 | 92 | 73 | 88 | + 19 | - 16 | 1,121 |
| Clothing and Furnishings, except Shoes | 24 | 98 | 103 | 106 | + 66 | - 9 | 2,433 |
| Shoes and Other Footwear | 28 | 87 | 107 | 95 | + 64 | - 6 | 11,405 |
| Coal | 12 | 106 | 108 | 102 | + 23 | + 21 | 4,566 |
| Drugs and Sundries (liquor excluded) | 67 | 109 | 120 | 115 | + 17 | - 5 | 10,278 |
| Dry Goods | 71 | 78 | 103 | 88 | + 78 | - 21 | 24,036 |
| Electrical Goods | 250 | 83 | 91 | 101 | + 70 | - 8 | 44,017 |
| Dairy and Poultry Products | 22 | 190 | 168 | 207 | + 39 | + 8 | 2,901 |
| Fresh Fruits and Vegetables | 57 | 190 | 205 | 188 | + 5 | - 8 | 1,743 |
| Farm Supplies | 17 | 213 | 184 | 216 | + 6 | + 22 | 1,147 |
| Furniture and House Furnishings | 36 | 116 | 137 | 107 | + 84 | - 19 | 5,813 |
| Groceries | 402 | 175 | 190 | 173 | + 21 | - 10 | 36,599 |
| Full-line wholesalers [b] | 224 | 184 | 195 | 176 | + 17 | - 13 | 16,797 |
| Voluntary-group wholesalers | 90 | 170 | 182 | 167 | + 20 | - 10 | 11,134 |
| Retailer-cooperative warehouses | 14 | 276 | 274 | 279 | + 3 | - 12 | 1,799 |
| Specialty lines | 74 | 135 | 158 | 144 | + 40 | - 2 | 6,869 |
| Confectionery | 26 | 148 | 177 | 159 | + 29 | - 17 | 540 |
| Meats and Meat Products | 54 | 229 | 293 | 235 | +103 | + 4 | 13,680 |
| Beer | 20 | 281 | 271 | 292 | - 1 | - 3 | 257 |
| Wines and Liquors | 33 | 204 | 161 | 178 | - 30 | - 34 | 2,998 |
| Total Hardware Group | 220 | 98 | 104 | 106 | + 66 | - 6 | 40,036 |
| General hardware | 105 | 101 | 108 | 113 | + 71 | - 8 | 28,568 |
| Industrial supplies | 58 | 92 | 95 | 89 | + 49 | + 1 | 6,877 |
| Plumbing and heating supplies | 57 | 91 | 94 | 91 | + 67 | - 4 | 4,591 |
| Jewelry | 31 | 79 | 93 | 79 | + 39 | - 7 | 4,482 |
| Optical Goods | 10 | 86 | 91 | 92 | + 11 | - 12 | 235 |
| Lumber and Building Materials | 54 | 109 | 121 | 116 | +114 | - 2 | 4,234 |
| Machinery, Equipment, and Supplies, except Electrical | 36 | 91 | 92 | 88 | + 55 | - 3 | 4,369 |
| Surgical, Medical, Eqpt. Supplies | 17 | 56 | 66 | 60 | + 41 | + 2 | 2,739 |
| Metals | 16 | 113 | 118 | 111 | + 44 | - 8 | 2,168 |
| Paper and Its Products | 58 | 102 | 103 | 98 | + 52 | - 6 | 7,052 |
| Petroleum | 26 | 118 | 131 | 121 | + 40 | - 1 | 641 |
| Tobacco Products | 101 | 213 | 220 | 239 | + 20 | - 3 | 8,252 |
| Leather and Shoe Findings | 25 | 82 | 81 | 83 | + 19 | - 7 | 577 |
| Miscellaneous | 19 | 111 | 114 | 128 | + 13 | - 2 | 2,645 |

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a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
b Not affiliated with voluntary or cooperative groups.

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS a | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales | Percent change | | January 1947 | Number of firms reporting stocks | Percent change | | January 31, 1947 | Jan. 1947 | Jan. 1946 | Dec. 1946 |
| | | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | (Add 000) | | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | (Add 000) | | | |
| New England | 170 | +28 | -11 | $22,077 | 106 | +53 | + 1 | $15,410 | 121 | 101 | 109 |
| Automotive Supplies | 7 | +50 | +38 | 607 | b | b | b | b | b | b | b |
| Shoes and Other Footwear | 4 | +10 | +15 | 626 | b | b | b | b | b | b | b |
| Drugs and Sundries (liquor excluded) | 10 | + 3 | + 6 | 2,035 | 8 | +23 | - 1 | 2,621 | 151 | 126 | 167 |
| Dry Goods | 4 | -10 | 0 | 215 | 4 | +125 | +23 | 270 | 126 | 50 | 101 |
| Electrical Goods | 35 | +84 | -26 | 4,481 | 23 | +102 | - 3 | 3,155 | 100 | 96 | 78 |
| Fresh Fruits and Vegetables | 9 | -20 | - 5 | 329 | 8 | -21 | +18 | 33 | 10 | 11 | 8 |
| Groceries | 24 | - 3 | - 6 | 3,638 | 12 | +40 | + 1 | 2,326 | 156 | 114 | 157 |
| Confectionery | 4 | - 3 | -34 | 68 | b | b | b | b | b | b | b |
| Meats and Meat Products | 4 | +95 | +11 | 2,569 | b | b | b | b | b | b | b |
| General Hardware | 4 | +26 | -20 | 493 | b | b | b | b | b | b | b |
| Industrial Supplies | 7 | +36 | -33 | 520 | 5 | +52 | + 3 | 1,331 | 295 | 264 | 184 |
| Plumbing and Heating Supplies | 5 | +55 | - 7 | 251 | b | b | b | b | b | b | b |
| Metals | 4 | + 3 | +14 | 99 | b | b | b | b | b | b | b |
| Paper and Its Products | 6 | +23 | + 1 | 329 | 5 | +26 | + 6 | 292 | 133 | 121 | 140 |
| Tobacco Products | 11 | 0 | -25 | 1,962 | b | b | b | b | b | b | b |
| Middle Atlantic | 527 | +21 | -13 | 84,868 | 297 | +64 | +10 | 56,734 | 141 | 105 | 103 |
| Automotive Supplies | 37 | +13 | - 3 | 914 | 30 | +30 | - 4 | 1,078 | 168 | 142 | 164 |
| Paints and Varnishes | 5 | +33 | -16 | 76 | b | b | b | b | b | b | b |
| Clothing and Furnishings, except Shoes | 8 | +152 | +12 | 3,315 | b | b | b | b | b | b | b |
| Shoes and Other Footwear | 7 | + 9 | +145 | 950 | b | b | b | b | b | b | b |
| Drugs and Sundries (liquor excluded) | 21 | 0 | + 1 | 6,840 | 15 | +20 | + 3 | 6,242 | 139 | 116 | 140 |
| Dry Goods | 30 | +22 | + 8 | 6,586 | 15 | +63 | + 7 | 4,047 | 130 | 100 | 124 |
| Electrical Goods | 56 | +86 | -40 | 8,656 | 37 | +180 | +17 | 7,561 | 137 | 101 | 68 |
| Dairy and Poultry Products | 7 | +27 | -19 | 3,430 | 4 | - 4 | + 7 | 180 | 21 | 26 | 18 |
| Fresh Fruits and Vegetables | 15 | - 3 | - 3 | 1,149 | 10 | - 8 | -27 | 37 | 8 | 8 | 10 |
| Farm Supplies | 4 | + 9 | +11 | 811 | b | b | b | b | b | b | b |
| Furniture and House Furnishings | 9 | +49 | +15 | 1,221 | 4 | +26 | + 8 | 327 | 44 | 49 | 45 |
| Groceries | 86 | + 5 | - 3 | 17,048 | 38 | +48 | - 2 | 9,519 | 140 | 111 | 130 |
| Confectionery | 5 | +12 | -16 | 316 | b | b | b | b | b | b | b |
| Meats and Meat Products | 11 | +26 | - 1 | 3,696 | 11 | +32 | + 1 | 1,684 | 46 | 44 | 45 |
| Beer | 12 | - 4 | - 6 | 277 | 10 | +15 | +28 | 60 | 22 | 18 | 16 |
| Wines and Liquors | 14 | -31 | -51 | 2,463 | 13 | +103 | 0 | 7,031 | 297 | 100 | 144 |
| General Hardware | 21 | +45 | -26 | 4,442 | 13 | +51 | +11 | 4,265 | 161 | 164 | 131 |
| Industrial Supplies | 15 | +64 | +22 | 1,683 | 8 | +23 | + 4 | 1,006 | 128 | 150 | 127 |
| Plumbing and Heating Supplies | 18 | +45 | +24 | 1,317 | 6 | +71 | - 3 | 312 | 151 | 125 | 200 |
| Jewelry | 8 | - 2 | -69 | 263 | b | b | b | b | b | b | b |
| Lumber and Building Materials | 14 | +139 | +36 | 1,280 | 4 | +72 | + 4 | 139 | 48 | 50 | 54 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | +50 | -13 | 510 | b | b | b | b | b | b | b |
| Surgical, Medical, Eqpt., Supplies | 4 | +30 | -10 | 129 | b | b | b | b | b | b | b |
| Paper and Its Products | 21 | +60 | +34 | 2,425 | 10 | +11 | + 6 | 597 | 68 | 102 | 71 |
| Petroleum | 23 | +15 | + 2 | 678 | b | b | b | b | b | b | b |
| Tobacco Products | 45 | +21 | -10 | 10,583 | 15 | +20 | +11 | 1,015 | 50 | 54 | 38 |
| Leather and Shoe Findings | 9 | - 3 | -11 | 56 | b | b | b | b | b | b | b |

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales | Percent change | | January 1947 (Add 000) | Number of firms reporting stocks | Percent change | | January 31, 1947 (Add 000) | Jan. 1947 | Jan. 1946 | Dec. 1946 |
| | | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | | | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | | | | |
| East North Central | 497 | +25 | -12 | $74,228 | 317 | +58 | + 6 | $68,443 | 141 | 113 | 116 |
| Automotive Supplies | 49 | +24 | 0 | 1,949 | 35 | +40 | + 3 | 1,839 | 144 | 117 | 129 |
| Paints and Varnishes | 8 | +24 | +39 | 621 | 4 | +45 | -16 | 332 | 80 | 69 | 132 |
| Clothing and Furnishings, except Shoes | 6 | -26 | +55 | 253 | b | b | b | b | b | b | b |
| Coal | 4 | +30 | +22 | 2,155 | b | b | b | b | b | b | b |
| Drugs and Sundries (liquor excluded) | 21 | + 3 | + 9 | 6,009 | 15 | +25 | + 5 | 6,207 | 151 | 121 | 149 |
| Dry Goods | 8 | +14 | + 5 | 1,446 | 6 | +53 | + 2 | 1,401 | 103 | 76 | 106 |
| Electrical Goods | 69 | +88 | -34 | 12,552 | 47 | +186 | +12 | 12,398 | 152 | 105 | 90 |
| Dairy and Poultry Products | 13 | +38 | + 4 | 847 | 7 | +54 | + 1 | 71 | 16 | 12 | 15 |
| Fresh Fruits and Vegetables | 15 | + 5 | -16 | 955 | 11 | +15 | - 8 | 250 | 37 | 34 | 39 |
| Farm Supplies | 7 | -18 | - 4 | 763 | b | b | b | b | b | b | b |
| Furniture and House Furnishings | 6 | +54 | +68 | 963 | 4 | +71 | - 5 | 510 | 85 | 76 | 122 |
| Groceries | 79 | + 7 | - 4 | 15,105 | 55 | +48 | 0 | 18,830 | 170 | 127 | 162 |
| Confectionery | 8 | +16 | -18 | 260 | b | b | b | b | b | b | b |
| Meats and Meat Products | 16 | +48 | + 4 | 5,320 | 13 | +157 | +24 | 2,473 | 60 | 38 | 53 |
| Beer | 14 | - 5 | -10 | 503 | 9 | +20 | +11 | 118 | 40 | 31 | 31 |
| Wines and Liquors | 11 | -38 | -46 | 824 | 9 | + 5 | - 1 | 1,209 | 183 | 99 | 93 |
| General Hardware | 17 | +57 | -15 | 6,728 | 14 | +43 | + 8 | 11,354 | 182 | 201 | 139 |
| Industrial Supplies | 9 | +27 | - 5 | 861 | 6 | +37 | + 9 | 361 | 149 | 122 | 140 |
| Plumbing and Heating Supplies | 14 | +39 | -15 | 917 | 12 | +42 | + 2 | 1,257 | 158 | 155 | 126 |
| Jewelry | 14 | - 6 | -70 | 426 | 5 | +22 | + 8 | 646 | 345 | 177 | 106 |
| Lumber and Building Materials | 12 | +48 | +26 | 926 | 8 | +101 | + 4 | 378 | 80 | 54 | 86 |
| Machinery, Eqpt., and Supplies, except Electrical | 13 | +30 | - 2 | 887 | 7 | +44 | + 8 | 557 | 101 | 98 | 111 |
| Surgical, Medical, Eqpt., Supplies | 6 | +10 | - 3 | 1,310 | 5 | +70 | + 9 | 1,479 | 114 | 73 | 102 |
| Metals | 4 | +21 | +38 | 628 | b | b | b | b | b | b | b |
| Paper and Its Products | 19 | +35 | +12 | 4,129 | 9 | +47 | +10 | 1,368 | 90 | 95 | 85 |
| Tobacco Products | 35 | + 9 | -19 | 5,793 | 14 | +46 | - 3 | 1,165 | 58 | 40 | 45 |
| Leather and Shoe Findings | 10 | -12 | -13 | 131 | b | b | b | b | b | b | b |
| West North Central | 259 | +28 | - 1 | 50,361 | 183 | +52 | + 1 | 60,824 | 157 | 130 | 155 |
| Automotive Supplies | 22 | +16 | - 5 | 1,746 | 14 | +56 | 0 | 1,369 | 204 | 158 | 207 |
| Drugs and Sundries (liquor excluded) | 14 | +13 | +11 | 4,117 | 13 | +42 | 0 | 5,656 | 160 | 122 | 181 |
| Dry Goods | 5 | +51 | -14 | 7,728 | 5 | +84 | - 2 | 13,319 | 172 | 142 | 150 |
| Electrical Goods | 36 | +89 | -32 | 6,203 | 26 | +162 | +14 | 4,683 | 129 | 90 | 71 |
| Fresh Fruits and Vegetables | 9 | + 5 | -15 | 663 | 6 | +36 | + 4 | 195 | 38 | 28 | 32 |
| Groceries | 64 | + 1 | + 5 | 9,135 | 48 | +39 | - 3 | 14,383 | 200 | 144 | 208 |
| Confectionery | 5 | +10 | -15 | 306 | 5 | +41 | - 2 | 144 | 47 | 37 | 41 |
| General Hardware | 12 | +48 | + 6 | 5,876 | 12 | +32 | +18 | 10,249 | 174 | 196 | 157 |
| Industrial Supplies | 7 | +27 | -18 | 423 | b | b | b | b | b | b | b |
| Plumbing and Heating Supplies | 9 | +39 | - 8 | 876 | 5 | +67 | + 4 | 494 | 102 | 87 | 113 |
| Jewelry | 4 | -10 | -52 | 38 | b | b | b | b | b | b | b |
| Lumber and Building Materials | 5 | +89 | +33 | 351 | b | b | b | b | b | b | b |
| Paper and Its Products | 5 | +21 | +22 | 267 | b | b | b | b | b | b | b |
| Tobacco Products | 10 | +19 | -14 | 783 | b | b | b | b | b | b | b |
| Leather and Shoe Findings | 6 | - 7 | - 9 | 69 | b | b | b | b | b | b | b |

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JANUARY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS a | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales | Percent change | | January 1947 (Add 000) | Number of firms reporting stocks | Percent change | | January 31, 1947 (Add 000) | Jan. 1947 | Jan. 1946 | Dec. 1946 |
| | | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | | | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | | | | |
| South Atlantic | 366 | +25 | 0 | $44,472 | 211 | +60 | + 6 | $34,974 | 115 | 92 | 108 |
| Automotive Supplies | 20 | +21 | +17 | 1,280 | 10 | +95 | - 3 | 754 | 154 | 99 | 176 |
| Clothing and Furnishings, except Shoes | 5 | -27 | +14 | 193 | b | b | b | b | b | b | b |
| Shoes and Other Footwear | 5 | +15 | +69 | 2,391 | b | b | b | b | b | b | b |
| Drugs and Sundries (liquor excluded) | 26 | + 6 | +16 | 4,516 | 17 | +14 | + 2 | 5,414 | 182 | 169 | 203 |
| Dry Goods | 9 | +14 | +24 | 1,827 | 4 | +106 | +11 | 1,835 | 166 | 99 | 216 |
| Electrical Goods | 57 | +107 | -26 | 9,027 | 32 | +193 | +18 | 6,902 | 108 | 77 | 66 |
| Fresh Fruits and Vegetables | 12 | +14 | -18 | 755 | 7 | 0 | + 6 | 84 | 18 | 21 | 14 |
| Groceries | 102 | +10 | +14 | 10,984 | 53 | +51 | + 1 | 6,605 | 113 | 84 | 126 |
| Confectionery | 18 | +20 | - 8 | 448 | 9 | +62 | +29 | 320 | 94 | 68 | 65 |
| Meats and Meat Products | 5 | +29 | - 4 | 1,192 | 4 | +15 | + 9 | 413 | 35 | 39 | 30 |
| Beer | 6 | -23 | -16 | 281 | b | b | b | b | b | b | b |
| Wines and Liquors | 4 | +21 | -26 | 1,134 | 4 | +46 | -11 | 1,150 | 101 | 84 | 84 |
| General Hardware | 18 | +22 | +34 | 2,718 | 14 | +34 | + 4 | 2,514 | 113 | 104 | 152 |
| Industrial Supplies | 10 | +34 | +26 | 1,111 | 7 | +54 | + 6 | 1,278 | 133 | 112 | 158 |
| Lumber and Building Materials | 8 | +90 | - 6 | 651 | b | b | b | b | b | b | b |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | +28 | - 9 | 233 | b | b | b | b | b | b | b |
| Paper and its Products | 9 | +24 | + 6 | 707 | b | b | b | b | b | b | b |
| Tobacco Products | 15 | +13 | + 1 | 2,432 | 10 | +41 | - 3 | 903 | 46 | 39 | 49 |
| East South Central | 145 | +24 | + 5 | 20,528 | 85 | +75 | +12 | 18,472 | 149 | 101 | 139 |
| Drugs | 16 | + 9 | +17 | 3,199 | 12 | +86 | +43 | 6,374 | 243 | 144 | 196 |
| Dry Goods | 9 | + 3 | +76 | 2,122 | 5 | +30 | -11 | 1,609 | 106 | 92 | 209 |
| Electrical Goods | 19 | +66 | -33 | 2,368 | 10 | +172 | + 2 | 1,963 | 193 | 95 | 96 |
| Fresh Fruits and Vegetables | 4 | - 9 | -10 | 153 | b | b | b | b | b | b | b |
| Groceries | 32 | +14 | +16 | 3,780 | 19 | +75 | + 3 | 2,500 | 112 | 74 | 132 |
| Confectionery | 8 | +13 | -15 | 337 | b | b | b | b | b | b | b |
| Meats and Meat Products | 4 | +49 | -10 | 1,180 | b | b | b | b | b | b | b |
| Beer | 5 | -10 | -12 | 65 | 4 | +21 | +49 | 85 | 135 | 119 | 90 |
| General Hardware | 12 | +33 | + 5 | 3,396 | 5 | +69 | + 7 | 2,482 | 162 | 126 | 193 |
| Industrial Supplies | 5 | +36 | +76 | 682 | b | b | b | b | b | b | b |
| Lumber and Building Materials | 4 | +170 | - 7 | 572 | b | b | b | b | b | b | b |
| West South Central | 228 | +23 | - 2 | 36,379 | 154 | +57 | + 8 | 40,423 | 154 | 118 | 135 |
| Automotive Supplies | 15 | - 3 | - 4 | 875 | 12 | +65 | +14 | 1,269 | 177 | 102 | 145 |
| Drugs and Sundries (liquor excluded) | 17 | + 2 | +15 | 3,658 | 12 | +28 | + 7 | 5,880 | 195 | 157 | 210 |
| Dry Goods | 4 | -32 | -15 | 649 | b | b | b | b | b | b | b |
| Electrical Goods | 40 | +75 | -35 | 4,571 | 28 | +181 | +16 | 4,768 | 142 | 90 | 75 |
| Groceries | 83 | +17 | +18 | 12,036 | 52 | +43 | + 1 | 9,341 | 112 | 94 | 132 |
| General Hardware | 18 | +31 | + 7 | 4,933 | 12 | +85 | +12 | 6,467 | 201 | 139 | 204 |
| Industrial Supplies | 5 | +59 | +14 | 2,475 | 4 | +33 | +17 | 3,122 | 213 | 199 | 177 |
| Machinery, Eqpt., and Supplies, except Electrical | 7 | +28 | - 4 | 1,245 | 5 | +15 | + 6 | 1,929 | 172 | 195 | 153 |
| Tobacco Products | 6 | +73 | - 4 | 839 | b | b | b | b | b | b | b |

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(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

### JANUARY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales | Percent change | | January 1947 | Number of firms reporting stocks | Percent change | | January 31, 1947 | Jan. 1947 | Jan. 1946 | Dec. 1946 |
| | | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | (Add 000) | | Jan. 1947 vs. Jan. 1946 | Jan. 1947 vs. Dec. 1946 | (Add 000) | | | |
| Mountain | 117 | +28 | -14 | $13,003 | 85 | +55 | + 4 | $15,970 | 163 | 130 | 140 |
| Automotive Supplies | 17 | +45 | - 9 | 876 | 10 | +77 | + 6 | 870 | 280 | 212 | 257 |
| Drugs and Sundries (liquor excluded) | 10 | +22 | +31 | 1,616 | 8 | +21 | 0 | 2,347 | 156 | 159 | 205 |
| Electrical Goods | 16 | +78 | -39 | 1,988 | 11 | +204 | +11 | 1,798 | 144 | 84 | 75 |
| Groceries | 23 | +30 | +11 | 3,086 | 20 | +49 | + 3 | 4,469 | 155 | 137 | 168 |
| General hardware | 4 | +39 | -31 | 1,038 | b | b | b | b | b | b | b |
| Tobacco Products | 4 | +38 | -11 | 143 | b | b | b | b | b | b | b |
| Pacific | 273 | +28 | -12 | 48,031 | 163 | +58 | + 7 | 51,175 | 171 | 139 | 139 |
| Automotive Supplies | 58 | +18 | - 8 | 2,795 | 26 | +51 | - 7 | 2,960 | 202 | 172 | 234 |
| Clothing and Furnishings, except Shoes | 6 | + 1 | -35 | 151 | b | b | b | b | b | b | b |
| Shoes and Other Footwear | 7 | +43 | +50 | 423 | 5 | +252 | +42 | 757 | 197 | 82 | 216 |
| Drugs and Sundries (liquor excluded) | 11 | + 4 | +11 | 4,409 | b | b | b | b | b | b | b |
| Dry Goods | 8 | +33 | +46 | 1,980 | b | b | b | b | b | b | b |
| Electrical Goods | 35 | +84 | -35 | 8,027 | 25 | +150 | + 6 | 8,874 | 163 | 118 | 96 |
| Fresh Fruits and Vegetables | 5 | + 3 | - 2 | 367 | b | b | b | b | b | b | b |
| Furniture and House Furnishings | 10 | +76 | + 8 | 2,675 | 7 | +73 | +15 | 3,881 | 153 | 154 | 145 |
| Groceries | 36 | + 6 | -13 | 10,751 | 22 | +41 | - 3 | 6,218 | 130 | 96 | 122 |
| Meats and Meat Products | 4 | +43 | + 9 | 1,401 | 4 | +53 | +33 | 458 | 33 | 30 | 27 |
| Beer | 5 | -32 | - 8 | 165 | b | b | b | b | b | b | b |
| General hardware | 11 | +33 | + 2 | 4,547 | 7 | +55 | +18 | 7,708 | 248 | 219 | 213 |
| Industrial supplies | 7 | +22 | + 6 | 717 | 6 | +30 | + 4 | 1,260 | 217 | 211 | 233 |
| Plumbing and heating supplies | 4 | +119 | + 4 | 936 | b | b | b | b | b | b | b |
| Jewelry | 6 | -26 | -62 | 564 | 6 | +89 | +11 | 2,429 | 431 | 168 | 148 |
| Lumber and Building Materials | 11 | +93 | +23 | 1,485 | 8 | +200 | +16 | 831 | 122 | 56 | 98 |
| Machinery, Eqpt., and Supplies, except Electrical | 8 | +28 | -16 | 623 | 6 | +100 | +20 | 1,000 | 221 | 129 | 172 |
| Tobacco Products | 12 | + 9 | + 3 | 1,630 | 4 | +40 | -17 | 154 | 51 | 40 | 53 |
| Leather and Shoe Findings | 5 | +11 | + 9 | 130 | b | b | b | b | b | b | b |

a The stock-sales ratios are percentages obtained by dividing the stocks by sales for an identical group of firms.
b Insufficient data to show separately.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON 25

With the Cooperation of
the National Association
of Credit Men

For Release March 28, 1947

Current
Wholesale
Trade

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UNIVERSITY OF ILLINOIS

# WHOLESALERS' SALES, INVENTORIES, AND CREDITS

## FEBRUARY 1947

(Service and Limited-Function Wholesalers)

February sales of merchant wholesalers were up 24 percent over February a year ago but they were off seasonally by 2 percent from January of this year, Director J. C. Capt of the Bureau of the Census announced today. It might be pointed out that when adjustments are made for the number of days in the month, daily sales were higher in February than January. Dollar sales for the first two months of 1947 were up 26 percent over the corresponding period of 1946. These data are based upon reports submitted by 2,484 merchant wholesalers representing all parts of the country.

Inventories, valued at cost, continue to rise as they were up 4 percent at the end over the beginning of February, and up 68 percent over the end of February 1946. As in previous months, much of the increase in inventories may have been due to the rise in the price level, but it may also be significant that inventories have continued to rise since last Fall while sales have declined moderately.

Considered by kinds of business and comparing February 1947 with February 1946, sales were up in all lines of trade except beer, liquor, jewelry, leather, and miscellaneous kinds of business. Increases ranged up to 50 percent or more for clothing, electrical goods, plumbing and heating, and lumber. Compared with January, however, decreases were recorded in February by 26 of the 35 trades shown separately in the accompanying table.

All trades except optical goods and dairy products recorded increases in inventories at the end of February over a year ago. Trades reporting increases of 80 percent or more included electrical goods, furniture, meats, wines and liquors, lumber, and surgical supplies. At the end of February, two months' supply of merchandise on hand was quite common, even among such fast moving lines as groceries.

Although off slightly from January and also from a year ago, collections continued at a favorable rate for most lines of trade. The collection period averaged slightly less than four weeks and ranged from a low of one to two weeks in the soft goods trades to five weeks or more in the case of industrial goods. Accounts receivable at the beginning of February were 47 percent above the level of a year earlier and up 2 percent from the year-end.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by Geographic Divisions. No adjustments have been made for the number of days in a month, nor for seasonal or price fluctuations.

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# DEPARTMENT OF COMMERCE
# BUREAU OF THE CENSUS
# WASHINGTON

## WHOLESALERS' SALES AND INVENTORIES

FEBRUARY 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change | | February 1947 | Percent change from 2 mos. 1946 | Two months 1947 | Number of firms reporting stocks | Percent change | | Feb. 28, 1947 | Feb. 1947 | Feb. 1946 | Jan. 1947 |
| | | Feb.1947 vs. Feb.1946 | Feb.1947 vs. Jan.1947 | (Add 000) | | (Add 000) | | Feb.1947 vs. Feb.1946 | Feb.1947 vs. Jan.1947 | (Add 000) | | | |
| UNITED STATES | 2,484 | +24 | - 2 | $379,537 | +26 | $873,072 | 1,653 | +68 | + 4 | $390,572 | 146 | 111 | 140 |
| Automotive Supplies | 208 | +16 | - 2 | 9,806 | +19 | 22,782 | 128 | +59 | + 6 | 9,866 | 197 | 143 | 175 |
| Chemicals (industrial) | 15 | +37 | - 5 | 1,352 | +45 | 3,187 | 9 | +19 | - 2 | 722 | 85 | 93 | 81 |
| Paints and Varnishes | 24 | +45 | 0 | 1,604 | +64 | 8,000 | 13 | +31 | + 5 | 1,332 | 147 | 149 | 122 |
| Clothing and Furnishings, except Shoes | 34 | +54 | - 5 | 4,661 | +60 | 9,594 | 13 | +65 | 0 | 643 | 72 | 49 | 100 |
| Shoes and Other Footwear | 31 | + 9 | - 6 | 22,037 | +30 | 45,855 | 19 | +68 | + 1 | 6,675 | 61 | 43 | 56 |
| Coal | 13 | +28 | -14 | 5,138 | +26 | 10,909 | 6 | +38 | -35 | 1,771 | 64 | 69 | 85 |
| Drugs and Sundries (liquor excluded) | 145 | + 8 | -11 | 31,754 | + 6 | 70,948 | 113 | +26 | + 4 | 47,981 | 190 | 163 | 163 |
| Dry Goods | 71 | +12 | - 9 | 19,523 | +17 | 43,501 | 44 | +74 | + 1 | 23,925 | 172 | 111 | 158 |
| Electrical Goods | 345 | +124 | +19 | 65,597 | +104 | 127,738 | 330 | +181 | + 8 | 73,665 | 114 | 93 | 127 |
| Dairy and Poultry Products | 26 | +25 | -12 | 1,802 | +35 | 7,979 | 15 | -11 | -15 | 335 | 25 | 34 | 26 |
| Fresh Fruits and Vegetables | 68 | + 7 | - 1 | 4,739 | + 4 | 11,534 | 44 | +20 | +36 | 913 | 27 | 25 | 21 |
| Farm Supplies | 19 | +20 | +30 | 4,834 | +17 | 10,697 | 11 | + 7 | - 2 | 1,081 | 90 | 99 | 83 |
| Furniture and House Furnishings | 39 | +42 | -10 | 7,127 | +60 | 19,734 | 22 | +83 | + 2 | 7,114 | 130 | 102 | 113 |
| Groceries | 536 | + 7 | - 9 | 74,744 | + 7 | 179,222 | 336 | +42 | 0 | 74,211 | 159 | 122 | 149 |
| Full-line wholesalers [d] | 301 | + 7 | - 9 | 36,595 | + 7 | 85,039 | 197 | +41 | - 1 | 42,482 | 165 | 125 | 153 |
| Voluntary-group wholesalers | 115 | + 6 | - 9 | 22,560 | + 5 | 55,232 | 75 | +35 | 0 | 20,601 | 170 | 140 | 164 |
| Retailer-cooperative warehouses | 20 | + 3 | -15 | 5,492 | + 4 | 12,061 | 12 | +70 | 0 | 5,101 | 155 | 104 | 129 |
| Specialty lines | 100 | +13 | - 2 | 10,097 | +14 | 26,890 | 52 | +53 | + 5 | 6,027 | 106 | 82 | 107 |
| Confectionery | 57 | +18 | - 3 | 2,006 | +18 | 3,967 | 28 | +40 | - 2 | 941 | 71 | 62 | 72 |
| Meats and Meat Products | 46 | +36 | - 3 | 17,279 | +59 | 52,717 | 39 | +101 | +11 | 9,366 | 68 | 48 | 58 |
| Beer | 48 | -22 | - 7 | 1,323 | -17 | 3,019 | 33 | +47 | + 9 | 545 | 60 | 31 | 53 |
| Wines and Liquors | 38 | -22 | - 5 | 10,383 | -19 | 21,970 | 33 | +90 | +13 | 18,894 | 186 | 77 | 158 |
| Liquor Department of Other Trades [e] | 42 | -38 | - 2 | 7,321 | -30 | 15,153 | 40 | +96 | + 4 | 27,989 | 384 | 122 | 362 |
| Total Hardware Group | 224 | +40 | - 1 | 43,088 | +41 | 100,194 | 141 | +65 | + 5 | 55,290 | 191 | 162 | 184 |
| General hardware | 104 | +38 | + 3 | 31,441 | +39 | 72,379 | 70 | +67 | + 5 | 43,268 | 188 | 159 | 187 |
| Industrial supplies | 61 | +38 | -11 | 7,343 | +42 | 18,008 | 40 | +51 | + 2 | 9,251 | 224 | 176 | 188 |
| Plumbing and heating supplies | 59 | +68 | -10 | 4,304 | +61 | 9,807 | 31 | +74 | + 9 | 2,771 | 154 | 152 | 131 |
| Jewelry | 39 | -21 | +50 | 2,019 | -18 | 3,686 | 17 | +68 | 0 | 3,300 | 319 | 159 | 442 |
| Optical Goods | 13 | + 2 | + 8 | 237 | + 2 | 455 | 7 | -13 | - 4 | 110 | 109 | 140 | 134 |
| Lumber and Building Materials | 54 | +104 | + 6 | 5,451 | +84 | 13,473 | 28 | +136 | - 5 | 1,856 | 93 | 71 | 107 |
| Machinery, Eqpt., and Supplies, except Electrical | 41 | +23 | - 1 | 3,630 | +29 | 8,626 | 25 | +42 | +18 | 4,531 | 193 | 149 | 154 |
| Surgical, Medical, Eqpt. Supplies | 16 | +47 | +16 | 1,974 | +28 | 3,935 | 10 | +103 | + 4 | 1,354 | 107 | 80 | 122 |
| Metals | 20 | +26 | + 2 | 3,335 | +26 | 7,862 | 13 | +55 | 0 | 4,058 | 163 | 121 | 160 |
| Paper and Its Products | 67 | +28 | -10 | 7,614 | +31 | 16,876 | 32 | +29 | + 1 | 3,947 | 114 | 114 | 104 |
| Petroleum | 29 | +29 | - 8 | 843 | +20 | 1,760 | 27 | +45 | + 5 | 555 | 71 | 63 | 65 |
| Tobacco Products | 121 | + 8 | - 6 | 15,207 | +12 | 41,152 | 49 | +40 | - 1 | 4,175 | 60 | 48 | 57 |
| Leather and Shoe Findings | 38 | - 2 | - 8 | 613 | - 1 | 1,331 | 17 | +37 | + 6 | 1,192 | 370 | 270 | 311 |
| Miscellaneous | 17 | - 4 | - 8 | 2,496 | 0 | 5,216 | 11 | + 5 | - 6 | 1,735 | 219 | 211 | 205 |

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a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Not affiliated with voluntary or cooperative groups.

e Chiefly of the Wholesale Drug Trade.

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## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

FEBRUARY 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES a | | | ACCOUNTS RECEIVABLE | | |
|---|---|---|---|---|---|---|---|
| | | February 1947 | February 1946 | January 1947 | Percent change: February 1947 vs. February 1946 | Percent change: February 1947 vs. January 1947 | As of February 1, 1947 (Add 000) |
| UNITED STATES | 1,932 | 104 | 119 | 111 | +47 | + 2 | $265,587 |
| Automotive Supplies | 159 | 85 | 94 | 92 | +29 | + 3 | 7,494 |
| Chemicals (industrial) | 14 | 91 | 87 | 98 | +35 | + 8 | 1,226 |
| Paints and Varnishes | 22 | 78 | 74 | 94 | +22 | +26 | 1,384 |
| Clothing and Furnishings, except Shoes | 27 | 87 | 102 | 99 | +49 | - 2 | 3,140 |
| Shoes and Other Footwear | 28 | 74 | 94 | 87 | +108 | +26 | 14,527 |
| Coal | 13 | 99 | 99 | 106 | +40 | +19 | 5,644 |
| Drugs and Sundries (liquor excluded) | 66 | 106 | 114 | 109 | +13 | + 4 | 10,020 |
| Dry Goods | 64 | 71 | 93 | 77 | +58 | + 3 | 23,414 |
| Electrical Goods | 337 | 82 | 89 | 82 | +106 | - 4 | 66,179 |
| Dairy and Poultry Products | 16 | 217 | 211 | 231 | - 1 | -25 | 400 |
| Fresh Fruits and Vegetables | 53 | 171 | 175 | 193 | + 8 | - 6 | 1,482 |
| Farm Supplies | 14 | 121 | 126 | 175 | +17 | +61 | 2,029 |
| Furniture and House Furnishings | 33 | 88 | 108 | 118 | +75 | +48 | 6,936 |
| Groceries | 412 | 162 | 169 | 177 | +11 | + 4 | 37,685 |
| Full-line wholesalers[b] | 228 | 168 | 170 | 185 | + 7 | + 4 | 17,973 |
| Voluntary-group wholesalers | 91 | 151 | 164 | 166 | +14 | + 4 | 12,089 |
| Retailer-cooperative warehouses | 16 | 236 | 242 | 284 | + 5 | + 9 | 1,970 |
| Specialty lines | 77 | 146 | 150 | 141 | +25 | + 1 | 5,653 |
| Confectionery | 27 | 153 | 165 | 150 | +30 | - 5 | 592 |
| Meats and Meat Products | 42 | 237 | 230 | 264 | +24 | + 3 | 5,768 |
| Beer | 15 | 231 | 226 | 251 | -13 | - 1 | 185 |
| Wines and Liquors | 31 | 113 | 132 | 141 | -19 | -16 | 6,281 |
| Total Hardware Group | 203 | 94 | 104 | 94 | +52 | + 1 | 37,881 |
| General hardware | 94 | 97 | 109 | 96 | +53 | - 1 | 26,586 |
| Industrial supplies | 54 | 87 | 92 | 93 | +40 | + 2 | 6,488 |
| Plumbing and heating supplies | 55 | 87 | 89 | 90 | +70 | +13 | 4,807 |
| Jewelry | 28 | 63 | 72 | 77 | +12 | -48 | 1,732 |
| Optical Goods | 10 | 86 | 93 | 83 | +20 | + 6 | 237 |
| Lumber and Building Materials | 48 | 103 | 118 | 110 | +103 | +16 | 4,846 |
| Machinery, Equipment, and Supplies, except Electrical | 28 | 78 | 91 | 82 | +55 | + 5 | 3,019 |
| Surgical, Medical, Eqpt. Supplies | 16 | 55 | 60 | 55 | +43 | +11 | 3,013 |
| Metals | 19 | 93 | 114 | 103 | +45 | + 8 | 3,351 |
| Paper and Its Products | 57 | 97 | 95 | 100 | +33 | + 2 | 7,356 |
| Petroleum | 26 | 109 | 114 | 118 | +26 | + 1 | 650 |
| Tobacco Products | 81 | 175 | 176 | 177 | +14 | - 6 | 5,927 |
| Leather and Shoe Findings | 25 | 71 | 86 | 73 | +28 | + 1 | 752 |
| Miscellaneous | 18 | 112 | 106 | 114 | - 4 | - 1 | 2,417 |

a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

b Not affiliated with voluntary or cooperative groups.

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change Feb. 1947 vs. Feb. 1946 | Percent change Feb. 1947 vs. Jan. 1947 | February 1947 (Add 000) | Percent change from 2 mos. 1946 | Two months 1947 (Add 000) | Number of firms reporting stocks | Percent change Feb. 1947 vs. Feb. 1946 | Percent change Feb. 1947 vs. Jan. 1947 | Feb. 28, 1947 (Add 000) | Feb. 1947 | Feb. 1946 | Jan. 1947 |
| New England | 161 | +25 | - 6 | $18,131 | +26 | $42,079 | 105 | +62 | + 2 | $16,130 | 128 | 108 | 116 |
| Automotive Supplies | 6 | - 1 | -35 | 203 | +33 | 810 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 4 | +27 | - 5 | 593 | +18 | 1,219 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 8 | + 1 | -17 | 1,548 | + 2 | 4,371 | 7 | +20 | 0 | 2,484 | 187 | 158 | 155 |
| Dry Goods | 4 | -19 | -11 | 182 | -15 | 402 | 4 | +125 | + 5 | 277 | 152 | 54 | 129 |
| Electrical Goods | 32 | +119 | + 1 | 4,116 | +98 | 8,773 | 29 | +156 | +13 | 4,375 | 109 | 95 | 98 |
| Fresh Fruits and Vegetables | 6 | -12 | - 9 | 237 | -17 | 566 | 5 | -19 | - 6 | 17 | 8 | 8 | 7 |
| Groceries | 24 | - 1 | -11 | 3,318 | - 1 | 7,163 | 12 | +32 | - 6 | 2,143 | 157 | 138 | 144 |
| Confectionery | 4 | + 9 | +21 | 82 | + 3 | 150 | d | d | d | d | d | d | d |
| Industrial Supplies | 7 | +28 | -12 | 467 | +31 | 1,164 | 5 | +51 | + 2 | 1,413 | 354 | 294 | 301 |
| Plumbing and Heating Supplies | 8 | +54 | -16 | 284 | +54 | 535 | d | d | d | d | d | d | d |
| Jewelry | 4 | -14 | +142 | 365 | + 7 | 520 | d | d | d | d | d | d | d |
| Metals | 4 | +156 | +18 | 368 | +55 | 727 | d | d | d | d | d | d | d |
| Paper and its Products | 4 | +26 | - 3 | 253 | +24 | 582 | d | d | d | d | d | d | d |
| Tobacco Products | 11 | + 2 | - 1 | 1,947 | + 1 | 3,909 | d | d | d | d | d | d | d |
| Middle Atlantic | 524 | +16 | - 7 | 73,600 | +18 | 173,138 | 320 | +84 | + 4 | 64,793 | 144 | 93 | 136 |
| Automotive Supplies | 39 | +15 | -15 | 917 | +20 | 2,070 | 30 | +42 | +10 | 1,100 | 182 | 160 | 148 |
| Paints and Varnishes | 4 | +24 | +31 | 88 | +28 | 164 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 10 | +87 | -10 | 3,465 | +109 | 7,295 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | -25 | -20 | 619 | -11 | 1,804 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 22 | +17 | -14 | 5,982 | + 7 | 12,822 | 15 | +38 | + 3 | 6,275 | 168 | 149 | 140 |
| Dry Goods | 28 | +18 | -12 | 5,739 | +21 | 12,617 | 14 | +65 | + 2 | 3,886 | 147 | 115 | 128 |
| Electrical Goods | 54 | +145 | +19 | 10,439 | +111 | 20,562 | 53 | +192 | + 8 | 10,819 | 104 | 87 | 115 |
| Dairy and Poultry Products | 7 | +15 | -19 | 871 | +23 | 4,478 | 5 | -11 | -20 | 238 | 30 | 40 | 30 |
| Fresh Fruits and Vegetables | 19 | + 3 | -12 | 1,100 | - 1 | 2,578 | 12 | - 3 | - 1 | 69 | 14 | 14 | 13 |
| Furniture and House Furnishings | 11 | +14 | -20 | 1,072 | +37 | 3,060 | 6 | + 7 | + 5 | 532 | 87 | 82 | 63 |
| Groceries | 83 | + 1 | -13 | 13,651 | + 5 | 32,590 | 37 | +43 | - 5 | 6,838 | 146 | 104 | 139 |
| Confectionery | 6 | +14 | -11 | 353 | +13 | 669 | d | d | d | d | d | d | d |
| Meats and Meat Products | 11 | +35 | 0 | 3,705 | +30 | 7,401 | 11 | +85 | +40 | 2,378 | 64 | 47 | 46 |
| Beer | 11 | -18 | -11 | 226 | -11 | 503 | 9 | +109 | +47 | 69 | 31 | 12 | 19 |
| Wines and Liquors | 15 | -26 | - 3 | 6,455 | -24 | 13,138 | 14 | +104 | +11 | 12,966 | 204 | 74 | 178 |
| General Hardware | 20 | +26 | - 3 | 4,113 | +34 | 8,900 | 10 | +72 | + 5 | 3,876 | 187 | 151 | 164 |
| Industrial Supplies | 19 | +56 | - 4 | 1,695 | +57 | 4,237 | 12 | +35 | + 1 | 1,562 | 180 | 211 | 179 |
| Plumbing and Heating Supplies | 18 | +66 | -15 | 1,125 | +54 | 2,442 | 6 | +62 | + 5 | 327 | 170 | 177 | 151 |
| Jewelry | 9 | -23 | +32 | 373 | -16 | 667 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 13 | +116 | - 9 | 1,023 | +87 | 3,218 | 5 | +20 | -47 | 184 | 45 | 84 | 97 |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | +27 | - 5 | 595 | +31 | 1,202 | d | d | d | d | d | d | d |
| Surgical, Medical, Eqpt. Supplies | 4 | +13 | -12 | 114 | +20 | 266 | d | d | d | d | d | d | d |
| Paper and its Products | 21 | +21 | -21 | 1,916 | +40 | 4,345 | 11 | +19 | + 7 | 811 | 74 | 77 | 62 |
| Petroleum | 23 | +32 | - 8 | 627 | +23 | 1,305 | d | d | d | d | d | d | d |
| Tobacco Products | 31 | +14 | - 8 | 3,448 | +19 | 14,031 | 14 | +40 | + 2 | 960 | 52 | 45 | 48 |
| Leather and Shoe Findings | 9 | -13 | -13 | 49 | - 8 | 105 | d | d | d | d | d | d | d |

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(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change Feb. 1947 vs. Feb. 1946 | Percent change Feb. 1947 vs. Jan. 1947 | February 1947 (Add 000) | Percent change from 2 mos. 1946 | Two months 1947 (Add 000) | Number of firms reporting stocks | Percent change Feb. 1947 vs. Feb. 1946 | Percent change Feb. 1947 vs. Jan. 1947 | Feb. 28, 1947 (Add 000) | Feb. 1947 | Feb. 1946 | Jan. 1947 |
| East North Central | 491 | +30 | + 2 | $70,862 | +27 | $152,338 | 333 | +72 | + 4 | $66,137 | 128 | 103 | 130 |
| Automotive Supplies | 48 | +16 | - 5 | 2,217 | +17 | 4,441 | 36 | +57 | +12 | 2,464 | 166 | 116 | 147 |
| Paints and Varnishes | 7 | +47 | - 7 | 567 | +34 | 1,188 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 7 | -31 | -36 | 180 | -29 | 460 | d | d | d | d | d | d | d |
| Coal | 4 | +12 | -15 | 1,839 | +21 | 3,994 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 21 | + 5 | - 9 | 4,979 | + 2 | 11,500 | 16 | +19 | + 2 | 6,115 | 166 | 142 | 152 |
| Dry Goods | 8 | + 4 | + 2 | 1,246 | +10 | 2,873 | 6 | +64 | - 8 | 1,260 | 108 | 68 | 120 |
| Electrical Goods | 63 | +149 | +30 | 15,083 | +114 | 28,725 | 60 | +195 | + 6 | 15,965 | 107 | 91 | 133 |
| Dairy and Poultry Products | 13 | +44 | - 1 | 758 | +41 | 1,606 | 7 | -23 | + 7 | 65 | 16 | 27 | 17 |
| Fresh Fruits and Vegetables | 14 | + 1 | -22 | 729 | + 2 | 1,862 | 10 | +27 | + 5 | 260 | 44 | 36 | 38 |
| Farm Supplies | 5 | -13 | -12 | 498 | -16 | 1,261 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 5 | +24 | -17 | 753 | +39 | 1,716 | d | d | d | d | d | d | d |
| Groceries | 98 | + 5 | -11 | 11,083 | + 6 | 29,215 | 70 | +45 | - 2 | 12,601 | 185 | 140 | 173 |
| Confectionery | 8 | +17 | - 1 | 271 | +16 | 531 | d | d | d | d | d | d | d |
| Meats and Meat Products | 15 | +38 | - 4 | 7,232 | +42 | 12,552 | 13 | +108 | +14 | 4,335 | 71 | 50 | 60 |
| Beer | 12 | - 9 | - 8 | 431 | - 7 | 934 | 7 | -82 | + 1 | 155 | 61 | 30 | 57 |
| Wines and Liquors | 9 | -23 | +23 | 833 | -31 | 1,657 | 7 | +34 | +28 | 1,241 | 175 | 102 | 189 |
| General Hardware | 13 | +42 | +15 | 5,698 | +49 | 13,618 | 11 | +68 | + 9 | 9,377 | 170 | 145 | 182 |
| Industrial Supplies | 8 | +44 | - 4 | 757 | +36 | 1,723 | 5 | +17 | 0 | 227 | 140 | 158 | 136 |
| Plumbing and Heating Supplies | 12 | +57 | - 6 | 704 | +45 | 1,693 | 10 | +49 | +15 | 1,160 | 195 | 206 | 161 |
| Jewelry | 12 | -30 | +57 | 463 | -22 | 918 | d | d | d | d | d | d | d |
| Optical Goods | 4 | + 5 | 0 | 20 | -10 | 27 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 10 | +35 | -20 | 639 | +43 | 1,565 | 6 | +187 | + 1 | 284 | 83 | 41 | 81 |
| Machinery, Eqpt., and Supplies, except Electrical | 11 | +37 | + 1 | 843 | +34 | 1,730 | 7 | +54 | + 8 | 599 | 122 | 102 | 101 |
| Surgical, Medical, Eqpt., Supplies | 5 | +57 | +23 | 1,592 | +50 | 3,065 | 4 | +117 | + 3 | 1,474 | 95 | 67 | 111 |
| Metals | 4 | +42 | - 9 | 570 | +31 | 1,198 | d | d | d | d | d | d | d |
| Paper and Its Products | 20 | +35 | - 5 | 3,808 | +34 | 8,036 | 9 | +42 | - 5 | 1,388 | 109 | 109 | 103 |
| Tobacco Products | 35 | + 9 | - 2 | 5,797 | + 9 | 11,745 | 15 | +37 | - 8 | 2,066 | 67 | 53 | 69 |
| Leather and Shoe Findings | 10 | - 3 | - 3 | 115 | - 8 | 246 | 4 | +35 | + 8 | 157 | 393 | 281 | 524 |
| West North Central | 261 | +23 | + 1 | 52,728 | +24 | 113,996 | 196 | +52 | + 2 | 68,882 | 166 | 135 | 162 |
| Automotive Supplies | 15 | +20 | + 1 | 1,406 | +22 | 4,083 | 9 | +46 | + 2 | 760 | 218 | 154 | 181 |
| Drugs and Sundries (liquor excluded) | 16 | + 2 | - 7 | 4,164 | + 8 | 8,808 | 15 | +13 | + 3 | 6,645 | 185 | 171 | 165 |
| Dry Goods | 5 | +11 | - 8 | 7,101 | +23 | 15,338 | 5 | +75 | - 1 | 13,184 | 186 | 117 | 172 |
| Electrical Goods | 36 | +111 | +20 | 7,587 | +100 | 13,947 | 34 | +168 | + 7 | 7,296 | 103 | 84 | 118 |
| Fresh Fruits and Vegetables | 6 | -15 | -17 | 281 | - 2 | 944 | 4 | +40 | +34 | 102 | 42 | 25 | 25 |
| Groceries | 70 | + 4 | - 5 | 10,633 | - 5 | 21,805 | 55 | +37 | + 2 | 19,336 | 212 | 161 | 204 |
| Confectionery | 6 | +11 | - 4 | 308 | +10 | 614 | 5 | +18 | - 6 | 138 | 47 | 45 | 48 |
| Beer | 6 | - 9 | - 2 | 106 | - 4 | 428 | d | d | d | d | d | d | d |
| General Hardware | 12 | +47 | +10 | 5,187 | +45 | 12,261 | 12 | +48 | + 4 | 9,744 | 188 | 186 | 198 |
| Industrial Supplies | 6 | +19 | 0 | 374 | +23 | 854 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 8 | +57 | + 4 | 815 | +50 | 2,049 | 5 | +71 | + 3 | 495 | 114 | 139 | 116 |
| Jewelry | 5 | -20 | +22 | 55 | -16 | 93 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 6 | +99 | +28 | 1,092 | +84 | 2,050 | d | d | d | d | d | d | d |
| Paper and Its Products | 5 | +20 | + 1 | 271 | +20 | 538 | d | d | d | d | d | d | d |
| Tobacco Products | 10 | + 6 | 0 | 847 | +13 | 1,719 | d | d | d | d | d | d | d |
| Leather and Shoe Findings | 6 | -10 | - 6 | 65 | - 8 | 134 | d | d | d | d | d | d | d |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
FEBRUARY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE a | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS b | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales c | Percent change: Feb. 1947 vs. Feb. 1946 | Percent change: Feb. 1947 vs. Jan. 1947 | February 1947 (Add 000) | Percent change from 2 mos. 1946 | Two months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Feb. 1947 vs. Feb. 1946 | Percent change: Feb. 1947 vs. Jan. 1947 | Feb. 28, 1947 (Add 000) | Feb. 1947 | Feb. 1946 | Jan. 1947 |
| South Atlantic | 355 | +28 | - 3 | $41.679 | +26 | $89.746 | 223 | +71 | + 3 | $40.317 | 131 | 101 | 124 |
| Automotive Supplies | 13 | +29 | - 9 | 531 | +25 | 1.879 | 7 | +172 | +10 | 563 | 264 | 114 | 195 |
| Paints and Varnishes | 4 | +23 | -18 | 239 | +29 | 420 | 4 | +10 | + 3 | 269 | 113 | 125 | 90 |
| Clothing and Furnishings, except Shoes | 5 | -26 | - 9 | 175 | -26 | 368 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 5 | +30 | + 9 | 2.598 | +22 | 4.989 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 26 | + 3 | -14 | 3.894 | + 5 | 8.631 | 18 | +13 | + 6 | 6.107 | 222 | 198 | 180 |
| Dry Goods | 6 | +14 | - 4 | 1.588 | +14 | 3.415 | 5 | +117 | +12 | 2.345 | 210 | 116 | 174 |
| Electrical Goods | 56 | +109 | +15 | 8.961 | +107 | 18.071 | 54 | +148 | - 2 | 9.028 | 103 | 87 | 121 |
| Fresh Fruits and Vegetables | 11 | - 1 | - 6 | 639 | + 6 | 1.394 | 6 | -17 | - 8 | 72 | 20 | 22 | 20 |
| Furniture and House Furnishings | 5 | +48 | +40 | 629 | +53 | 1.079 | d | d | d | d | d | d | d |
| Groceries | 106 | +16 | -10 | 10.315 | +12 | 22.939 | 50 | +44 | - 4 | 6.423 | 123 | 101 | 112 |
| Confectionery | 18 | +26 | + 1 | 453 | +23 | 901 | 8 | +49 | - 2 | 310 | 87 | 75 | 95 |
| Meats and Meat Products | 5 | +23 | - 8 | 1.100 | +26 | 2.292 | 4 | - 3 | - 4 | 397 | 36 | 46 | 35 |
| Beer | 6 | -34 | - 4 | 274 | -29 | 555 | d | d | d | d | d | d | d |
| General Hardware | 18 | +38 | - 7 | 3.464 | +32 | 7.334 | 15 | +78 | + 1 | 4.966 | 153 | 121 | 142 |
| Industrial Supplies | 9 | +39 | -12 | 908 | +37 | 2.019 | 7 | +65 | + 6 | 1.357 | 164 | 136 | 133 |
| Lumber and Building Materials | 7 | +83 | - 7 | 611 | +86 | 1.262 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | +37 | - 7 | 258 | +32 | 491 | 4 | +54 | + 7 | 274 | 247 | 185 | 233 |
| Paper and its Products | 8 | +27 | -16 | 608 | +25 | 1.315 | d | d | d | d | d | d | d |
| Tobacco Products | 12 | 0 | -11 | 1.280 | + 9 | 3.712 | 7 | +72 | +19 | 550 | 67 | 39 | 49 |
| East South Central | 130 | +29 | - 3 | 18.737 | +27 | 41.223 | 83 | +69 | + 5 | 17.943 | 141 | 105 | 128 |
| Drugs and Sundries (liquor excluded) | 15 | +18 | -12 | 2.664 | +13 | 5.863 | 12 | +40 | + 3 | 4.533 | 197 | 169 | 167 |
| Dry Goods | 8 | + 2 | -14 | 1.560 | + 3 | 3.682 | 4 | +47 | + 5 | 1.406 | 132 | 94 | 110 |
| Electrical Goods | 17 | +95 | +19 | 2.706 | +81 | 5.175 | 16 | +231 | +26 | 3.588 | 135 | 81 | 127 |
| Fresh Fruits and Vegetables | 4 | - 1 | - 9 | 156 | - 3 | 341 | d | d | d | d | d | d | d |
| Groceries | 27 | +12 | 0 | 3.217 | +13 | 6.997 | 15 | +44 | - 3 | 3.182 | 137 | 106 | 143 |
| Confectionery | 8 | + 8 | - 9 | 326 | +11 | 663 | d | d | d | d | d | d | d |
| Meats and Meat Products | 4 | +77 | + 4 | 1.227 | +62 | 2.407 | d | d | d | d | d | d | d |
| Beer | 4 | -23 | + 4 | 47 | -16 | 112 | 4 | +15 | +11 | 78 | 166 | 111 | 156 |
| General Hardware | 11 | +29 | - 2 | 2.967 | +34 | 6.866 | 4 | +82 | + 7 | 1.727 | 168 | 118 | 141 |
| Industrial Supplies | 4 | +26 | -23 | 480 | +32 | 1.162 | d | d | d | d | d | d | d |
| West South Central | 202 | +22 | - 3 | 31,866 | +23 | 72.644 | 154 | +60 | + 6 | 42.069 | 163 | 124 | 151 |
| Automotive Supplies | 13 | -10 | - 8 | 719 | - 6 | 1.640 | 8 | +85 | +10 | 1.025 | 197 | 100 | 174 |
| Drugs and Sundries (liquor excluded) | 15 | 0 | - 7 | 2.933 | + 2 | 7.137 | 10 | +26 | + 6 | 5.134 | 222 | 178 | 194 |
| Dry Goods | 4 | -28 | - 3 | 476 | -28 | 1.211 | d | d | d | d | d | d | d |
| Electrical Goods | 39 | +108 | +20 | 5.411 | +92 | 10.019 | 37 | +200 | +12 | 6.853 | 128 | 89 | 138 |
| Groceries | 73 | +17 | -10 | 10.205 | +17 | 23.594 | 58 | +41 | 0 | 11.482 | 130 | 108 | 118 |
| General Hardware | 16 | +34 | - 3 | 4.387 | +33 | 9.760 | 10 | +101 | 0 | 5.033 | 207 | 139 | 200 |
| Industrial Supplies | 5 | +55 | -17 | 2.388 | +60 | 5.784 | 4 | +57 | + 2 | 4.128 | 298 | 205 | 218 |
| Tobacco Products | 4 | +22 | -13 | 384 | +46 | 1.543 | d | d | d | d | d | d | d |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

FEBRUARY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change: Feb. 1947 vs. Feb. 1946 | Percent change: Feb. 1947 vs. Jan. 1947 | February 1947 (Add 000) | Percent change from 2 mos. 1946 | Two months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Feb. 1947 vs. Feb. 1946 | Percent change: Feb. 1947 vs. Jan. 1947 | Feb. 28, 1947 (Add 000) | Feb. 1947 | Feb. 1946 | Jan. 1947 |
| Mountain | 101 | +31 | − 2 | $11,040 | +30 | $25,917 | 74 | +75 | + 6 | $14,617 | 175 | 131 | 160 |
| Automotive Supplies | 12 | +20 | + 8 | 782 | +32 | 1,658 | 5 | +73 | +10 | 488 | 298 | 204 | 282 |
| Drugs and Sundries (liquor excluded) | 10 | +20 | −13 | 1,326 | +21 | 3,068 | 9 | +21 | + 8 | 2,564 | 195 | 193 | 156 |
| Electrical Goods | 15 | +114 | +18 | 2,265 | +92 | 4,378 | 14 | +216 | +16 | 2,730 | 127 | 91 | 129 |
| Groceries | 20 | +14 | −17 | 2,272 | +23 | 5,549 | 17 | +47 | + 1 | 3,820 | 184 | 142 | 153 |
| General hardware | 5 | +40 | +12 | 1,269 | +44 | 2,813 | d | d | d | d | d | d | d |
| Tobacco Products | 4 | +34 | − 5 | 138 | +36 | 281 | d | d | d | d | d | d | d |
| Pacific | 257 | +27 | + 3 | 45,078 | +26 | 109,187 | 164 | +76 | + 5 | 57,440 | 175 | 127 | 176 |
| Automotive Supplies | 61 | +23 | + 6 | 3,005 | +20 | 6,058 | 30 | +49 | − 1 | 3,068 | 205 | 185 | 205 |
| Clothing and Furnishinge, except Shoes | 6 | +33 | +57 | 237 | +18 | 388 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | +21 | 0 | 422 | +31 | 845 | 5 | +245 | + 4 | 790 | 202 | 71 | 197 |
| Drugs and Sundries (liquor excluded) | 12 | + 8 | − 8 | 4,264 | + 6 | 8,748 | 11 | +45 | + 6 | 8,124 | 191 | 142 | 167 |
| Dry Goods | 6 | +39 | −19 | 1,368 | +36 | 3,395 | d | d | d | d | d | d | d |
| Electrical Goods | 33 | +121 | +16 | 9,029 | +100 | 18,088 | 33 | +170 | + 8 | 13,011 | 144 | 118 | 154 |
| Fresh Fruite and Vegetables | 4 | +14 | + 6 | 341 | + 9 | 1,748 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 8 | +33 | +10 | 1,652 | +56 | 4,327 | 5 | +118 | + 6 | 3,418 | 227 | 135 | 235 |
| Groceries | 35 | + 4 | − 1 | 10,050 | + 8 | 29,372 | 22 | +48 | + 5 | 8,386 | 132 | 92 | 131 |
| Beer | 6 | −32 | − 7 | 183 | −33 | 363 | 4 | +91 | − 1 | 109 | 127 | 39 | 126 |
| General hardware | 7 | +44 | + 6 | 4,238 | +35 | 10,216 | 4 | +61 | + 6 | 7,599 | 250 | 226 | 261 |
| Plumbing and heating eupplies | 4 | +106 | −12 | 820 | +112 | 1,756 | d | d | d | d | d | d | d |
| Jewelry | 4 | −11 | +29 | 583 | −22 | 1,179 | 4 | +67 | − 2 | 2,213 | 380 | 201 | 502 |
| Lumber and Building Materials | 9 | +96 | + 5 | 750 | +94 | 2,235 | 8 | +252 | + 8 | 897 | 125 | 69 | 122 |
| Machinery, Eqpt., and Supplies, except Electrical | 7 | +57 | + 9 | 674 | +53 | 1,509 | 4 | +52 | + 4 | 397 | 179 | 121 | 164 |
| Tobacco Products | 12 | − 3 | −16 | 1,303 | + 3 | 3,555 | 4 | +30 | − 2 | 117 | 55 | 55 | 52 |
| Leather and Shoe Findings | 6 | + 7 | − 2 | 259 | + 9 | 522 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.

c Number does not apply in all casee to the year-to-date figures.

d Insufficient data to show separately.

States Comprising Geographic Divisions:

New England – (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic – (N. J., N. Y., Pa.)
East North Central – (Ill. Ind., Mich., Ohio, Wis.)
West North Central – (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic – (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central – (Ala., Ky., Miss., Tenn.)
West South Central – (Ark., La., Okla., Tex.)
Mountain – (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific – (Calif., Oreg., Wash.)

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BUREAU OF THE CENSUS
Washington 25, D. C.

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the National Association
of Credit Men

Current
Wholesale
Trade

# WHOLESALERS' SALES, INVENTORIES, AND CREDITS

## (Service and Limited-Function Wholesalers)

For Release
May 1, 1947

## MARCH 1947

Sales of merchant wholesalers during March were up 27 percent over March of last year and up 9 percent over February of this year, Director J. C. Capt of the Bureau of the Census announced today. Dollar sales for the first quarter of this year were up 27 percent over the corresponding period of last year. These data are based upon reports submitted by 2,683 merchant wholesalers representing all parts of the country — wholesalers who reported sales totalling $450,000,000 for the month of March.

Inventories, valued at cost, continued to rise as they were up 4 percent at the end over the beginning of March and they were up 70 percent over the end of March last year. As in previous months, a part of the increase in inventory values may have been due to rise in prices, but it is significant to note that inventories have continued their upward trend since last fall while sales recorded moderate seasonal declines.

Considered by kinds of business and comparing March 1947 with March 1946, sales were up in all lines of trade except fresh fruits and vegetables, wines and liquors, jewelry, optical goods, leather and shoe findings, and miscellaneous. Full-line electrical goods houses reported an increase in dollar volume of more than 100 percent over March of last year. Other trades recording increases of 50 percent or more included paints, wiring supplies, electrical appliances, meats, and lumber. Comparing March with February of this year, increases of 10 percent or more were recorded by 13 of the trades shown separately in the accompanying tables. Twenty additional trades reported moderate increases, up to 10 percent, while four showed slight declines or no change.

Comparing the first quarter of this year with the corresponding period of last year, sales were up 50 percent or more in the following trades: paints, electrical goods, meats, plumbing and heating, and lumber and building materials. Only five kinds of business reported a smaller dollar volume of business this year than last year: beer, wines and liquors, jewelry, leather, and miscellaneous.

Five trades showed increases in inventories, of 100 percent or more, March 31 compared with a year earlier: clothing and furnishings, full-line electrical merchandise, furniture, wines and liquors, and lumber. Fourteen additional trades recorded increases of 50 percent or more. Only in the case of dairy products and optical goods were inventories smaller than last year.

Accounts receivable of 2,043 wholesalers at the beginning of March were 48 percent above a year earlier and up 5 percent over the beginning of February of this year. Despite the increase, the collection period for most lines of trade is still less than four weeks and for some kinds of business it is less than two weeks. Only in the case of electrical appliances and beer was there an appreciable increase in the collection period.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by Geographic Divisions. No adjustments have been made for the number of days in a month, nor for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

# WHOLESALERS' SALES AND INVENTORIES

MARCH 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | March 1947 | Percent change From 3 Mos. 1946 | Three months 1947 | Number of firms reporting stocks | Percent change | | March 31, 1947 | Mar. 1947 | Mar. 1946 | Feb. 1947 |
| | | Mar. 1947 vs. Mar. 1946 | Mar. 1947 vs. Feb. 1947 | (Add 000) | | (Add 000) | | Mar. 1947 vs. Mar. 1946 | Mar. 1947 vs. Feb. 1947 | (Add 000) | | | |
| UNITED STATES | 2,683 | +27 | + 9 | $449,955 | +27 | $1,426,589 | 1,779 | +70 | + 4 | $444,896 | 141 | 108 | 147 |
| Automotive Supplies | 230 | +18 | + 6 | 12,077 | +17 | 38,175 | 148 | +64 | + 5 | 12,932 | 191 | 159 | 195 |
| Chemicals (industrial) | 11 | +29 | - 7 | 900 | +48 | 4,815 | 7 | +34 | +23 | 713 | 128 | 121 | 98 |
| Paints and Varnishes | 57 | +51 | +16 | 7,999 | +63 | 21,426 | 14 | +79 | +10 | 3,853 | 131 | 99 | 148 |
| Clothing and Furnishings, except Shoes | 33 | + 7 | + 9 | 4,751 | +37 | 14,397 | 13 | +106 | + 7 | 683 | 85 | 37 | 71 |
| Shoes and Other Footwear | 31 | +23 | + 8 | 23,912 | +27 | 69,767 | 19 | +70 | + 1 | 6,929 | 57 | 44 | 62 |
| Coal | 10 | +35 | + 7 | 4,875 | +27 | 16,130 | 4 | +39 | -21 | 1,336 | 53 | 58 | 75 |
| Drugs and Sundries (liquor excluded) | 152 | + 9 | +11 | 37,532 | + 7 | 112,772 | 114 | +14 | + 2 | 48,839 | 176 | 168 | 189 |
| Dry Goods | 81 | + 7 | + 3 | 20,461 | +13 | 65,599 | 48 | +74 | + 7 | 25,553 | 179 | 107 | 173 |
| Total Electrical Group | 366 | +135 | + 8 | 73,211 | +113 | 206,073 | 333 | +203 | +10 | 81,417 | 117 | 92 | 114 |
| Full-lins | 338 | +139 | + 8 | 70,259 | +116 | 193,920 | 317 | +207 | +11 | 79,789 | 118 | 92 | 115 |
| Wiring Supplies, Construction Materials Distributors | 25 | +68 | 0 | 2,407 | +67 | 9,761 | 12 | +84 | + 1 | 1,238 | 81 | 83 | 77 |
| Appliances and Specialties | 5 | +70 | +20 | 545 | +116 | 2,392 | 4 | +70 | + 5 | 390 | 85 | 86 | 103 |
| Dairy and Poultry Products | 27 | +23 | + 8 | 2,380 | +40 | 13,785 | 17 | -23 | +10 | 622 | 30 | 48 | 29 |
| Fresh Fruits and Vegetables | 74 | - 3 | +19 | 5,831 | + 3 | 18,620 | 47 | + 2 | + 3 | 940 | 23 | 22 | 27 |
| Farm Supplies | 19 | +30 | +30 | 6,518 | +21 | 17,793 | 11 | +42 | + 8 | 1,167 | 79 | 76 | 90 |
| Furniture and House Furnishings | 42 | +17 | - 6 | 7,647 | +47 | 31,977 | 27 | +101 | +12 | 8,510 | 142 | 82 | 117 |
| Groceries | 574 | +11 | + 8 | 89,068 | + 8 | 281,629 | 382 | +50 | + 2 | 90,885 | 159 | 118 | 166 |
| Full-line wholesalers[d] | 322 | +11 | + 8 | 44,300 | + 8 | 134,963 | 202 | +54 | + 1 | 49,676 | 165 | 117 | 175 |
| Voluntary-group wholesalers | 128 | + 9 | + 8 | 27,000 | + 7 | 87,609 | 89 | +38 | + 3 | 28,322 | 182 | 133 | 164 |
| Retailer-cooperative warehouses | 18 | + 5 | +13 | 4,869 | + 4 | 16,976 | 11 | +73 | + 9 | 3,516 | 149 | 104 | 149 |
| Specialty lines | 108 | +17 | +12 | 12,899 | +12 | 42,081 | 60 | +57 | - 2 | 9,371 | 128 | 92 | 138 |
| Confectionery | 59 | +11 | + 8 | 2,123 | +13 | 6,430 | 30 | +29 | + 2 | 1,111 | 74 | 67 | 77 |
| Meats and Meat Products | 53 | +60 | + 7 | 19,696 | +70 | 94,890 | 45 | +87 | - 2 | 9,759 | 61 | 53 | 66 |
| Beer | 52 | + 4 | +13 | 1,814 | -10 | 4,900 | 34 | +72 | + 3 | 534 | 43 | 28 | 63 |
| Wines and Liquors | 36 | -14 | +15 | 11,588 | -17 | 34,314 | 32 | +101 | 0 | 18,813 | 162 | 70 | 188 |
| Liquor Department of Other Trades[e] | 45 | -27 | +13 | 8,452 | -30 | 24,127 | 45 | +87 | - 2 | 27,681 | 326 | 127 | 378 |
| Total Hardware Group | 243 | +42 | +13 | 58,069 | +42 | 174,898 | 153 | +73 | + 6 | 72,125 | 178 | 148 | 192 |
| General hardware | 119 | +43 | +14 | 43,611 | +40 | 129,931 | 81 | +75 | + 6 | 56,009 | 173 | 143 | 189 |
| Industrial supplies | 64 | +35 | + 8 | 9,529 | +40 | 29,324 | 41 | +60 | + 7 | 13,023 | 216 | 182 | 230 |
| Plumbing and heating supplies | 80 | +43 | + 7 | 4,929 | +56 | 15,643 | 31 | +93 | + 9 | 3,093 | 143 | 114 | 139 |
| Jewelry | 39 | -14 | + 8 | 2,478 | -19 | 6,607 | 21 | +41 | + 2 | 4,067 | 278 | 170 | 286 |
| Optical Goods | 15 | - 5 | + 1 | 249 | 0 | 735 | 9 | -11 | + 4 | 147 | 148 | 182 | 137 |
| Lumber and Building Materials | 59 | +73 | +12 | 8,407 | +76 | 24,486 | 30 | +137 | + 5 | 3,872 | 87 | 56 | 95 |
| Machinery, Eqpt., and Supplies, except Electrical | 51 | +42 | +14 | 6,129 | +38 | 17,034 | 35 | +45 | - 2 | 6,677 | 139 | 143 | 166 |
| Surgical, Medical, Eqpt. Supplies | 16 | +27 | + 9 | 1,077 | +27 | 5,415 | 11 | +46 | + 1 | 880 | 118 | 110 | 130 |
| Metals | 17 | +40 | + 7 | 1,839 | +28 | 11,486 | 10 | +47 | + 8 | 2,066 | 165 | 151 | 159 |
| Paper and Its Products | 72 | +24 | + 7 | 9,325 | +30 | 27,565 | 38 | +28 | + 3 | 4,388 | 98 | 95 | 99 |
| Petroleum | 29 | +17 | + 8 | 898 | +19 | 2,658 | 27 | +29 | +42 | 655 | 79 | 74 | 60 |
| Tobacco Products | 136 | + 2 | + 5 | 17,583 | + 9 | 67,937 | 68 | +41 | + 6 | 5,169 | 54 | 40 | 54 |
| Leather and Shoe Findings | 36 | -10 | +17 | 688 | - 4 | 2,103 | 16 | +36 | + 4 | 1,042 | 308 | 219 | 347 |
| Miscellaneous | 18 | - 3 | - 5 | 2,580 | - 1 | 8,046 | 11 | +19 | 0 | 1,841 | 184 | 164 | 193 |

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[a] Includes reports received too late for inclusion in previous monthly totals.
[b] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
[c] Number does not apply in all cases to the year-to-date figures.
[d] Not affiliated with voluntary or cooperative groups.
[e] Chiefly of the Wholesale Drug Trade.

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# WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MARCH 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES [a] |  |  | ACCOUNTS RECEIVABLE |  |  |
|---|---|---|---|---|---|---|---|
|  |  | March 1947 | March 1946 | February 1947 | Percent change: March 1947 vs. March 1946 | Percent change: March 1947 vs. February 1947 | As of March 1, 1947 (Add 000) |
| **UNITED STATES** | 2,043 | 109 | 122 | 106 | + 48 | + 5 | $296,127 |
| Automotive Supplies | 172 | 88 | 94 | 87 | + 24 | – 2 | 8,256 |
| Chemicals (industrial) | 11 | 89 | 92 | 87 | + 42 | +10 | 1,074 |
| Paints and Varnishes | 22 | 79 | 79 | 80 | + 33 | +14 | 1,594 |
| Clothing and Furnishings, except Shoes | 28 | 104 | 114 | 99 | + 59 | + 7 | 4,459 |
| Shoes and Other Footwear | 28 | 78 | 87 | 74 | + 47 | +10 | 16,089 |
| Coal | 10 | 103 | 99 | 96 | + 26 | – 9 | 4,688 |
| Drugs and Sundries (liquor excluded) | 73 | 108 | 118 | 106 | + 8 | + 1 | 12,524 |
| Dry Goods | 71 | 74 | 92 | 72 | + 40 | + 1 | 23,521 |
| Total Electrical Group | 339 | 90 | 91 | 89 | +137 | +10 | 70,509 |
| Full-line | 313 | 89 | 90 | 88 | +140 | +11 | 67,830 |
| Wiring supplies, construction materials distributors | 22 | 94 | 95 | 98 | + 68 | + 3 | 2,310 |
| Appliances and specialties | 4 | 133 | 106 | 118 | + 71 | – 1 | 369 |
| Dairy and Poultry Products | 20 | 197 | 219 | 192 | + 20 | + 1 | 807 |
| Fresh Fruits and Vegetables | 59 | 165 | 183 | 166 | + 3 | + 9 | 1,701 |
| Farm Supplies | 13 | 125 | 130 | 121 | + 29 | +63 | 3,284 |
| Furniture and House Furnishings | 36 | 93 | 121 | 89 | + 64 | – 3 | 7,498 |
| Groceries[b] | 433 | 170 | 176 | 159 | + 13 | 0 | 40,209 |
| Full-line wholesalers | 245 | 177 | 183 | 161 | + 12 | – 2 | 19,634 |
| Voluntary-group wholesalers | 92 | 168 | 182 | 163 | + 18 | + 4 | 11,933 |
| Retailer-cooperative warehouses | 13 | 319 | 297 | 272 | + 5 | – 8 | 1,176 |
| Specialty lines | 83 | 132 | 127 | 129 | + 9 | 0 | 7,466 |
| Confectionery | 26 | 164 | 168 | 150 | + 31 | + 5 | 550 |
| Meats and Meat Products | 45 | 245 | 246 | 229 | + 63 | + 8 | 6,952 |
| Beer | 19 | 233 | 201 | 240 | – 15 | +12 | 229 |
| Wines and Liquors | 29 | 117 | 138 | 114 | – 7 | +14 | 6,926 |
| Total Hardware Group | 219 | 94 | 107 | 93 | + 57 | + 8 | 48,573 |
| General hardware | 105 | 98 | 112 | 97 | + 57 | +11 | 34,944 |
| Industrial supplies | 58 | 86 | 96 | 83 | + 48 | + 2 | 8,693 |
| Plumbing and heating supplies | 56 | 84 | 90 | 86 | + 74 | – 2 | 4,936 |
| Jewelry | 31 | 70 | 83 | 66 | – 1 | +22 | 2,502 |
| Optical Goods | 12 | 96 | 91 | 88 | – 1 | – 3 | 267 |
| Lumber and Building Materials | 53 | 108 | 124 | 103 | +102 | + 5 | 6,938 |
| Machinery, Equipment, and Supplies, except Electrical | 39 | 90 | 93 | 81 | + 45 | + 2 | 5,029 |
| Surgical, Medical, Eqpt. Supplies | 16 | 66 | 69 | 63 | + 39 | – 1 | 1,440 |
| Metals | 16 | 108 | 116 | 106 | + 42 | + 2 | 1,590 |
| Paper and Its Products | 63 | 96 | 97 | 96 | + 36 | + 1 | 8,768 |
| Petroleum | 26 | 115 | 131 | 109 | + 58 | – 2 | 639 |
| Tobacco Products | 90 | 188 | 198 | 181 | + 10 | 0 | 6,174 |
| Leather and Shoe Findings | 24 | 73 | 91 | 72 | + 20 | + 2 | 674 |
| Miscellaneous | 20 | 104 | 116 | 108 | 0 | – 2 | 2,663 |

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a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
b Not affiliated with voluntary or cooperative groups.

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES--CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change | | March 1947 | Percent change from 3 mos. 1946 | Three months 1947 | Number of firms reporting stocks | Percent change | | Mar. 31, 1947 | Mar. 1947 | Mar. 1946 | Feb. 1947 |
| | | Mar. 1947 vs. Mar. 1946 | Mar. 1947 vs. Feb. 1947 | (Add 000) | | (Add 000) | | Mar. 1947 vs. Mar. 1946 | Mar. 1947 vs. Feb. 1947 | (Add 000) | | | |
| New England | 171 | +22 | +11 | $18,973 | +25 | $62,938 | 115 | +56 | + 8 | $16,745 | 125 | 102 | 128 |
| Automotive Supplies | 9 | +13 | +15 | 480 | +25 | 1,351 | 4 | +56 | 0 | 455 | 198 | 149 | 240 |
| Shoes and Other Footwear | 4 | + 8 | - 2 | 584 | +14 | 1,803 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 10 | + 3 | + 9 | 1,819 | + 2 | 6,401 | 9 | +10 | 0 | 2,763 | 178 | 163 | 191 |
| Dry Goods | 5 | - 5 | +36 | 263 | -11 | 665 | 5 | +116 | + 1 | 291 | 111 | 49 | 149 |
| Electrical Group | 33 | +131 | +15 | 4,752 | +107 | 14,013 | 24 | +173 | +17 | 3,744 | 106 | 95 | 101 |
| Fresh Fruits and Vegetables | 8 | -12 | +13 | 314 | -16 | 921 | 7 | -34 | - 9 | 21 | 7 | 9 | 9 |
| Groceries | 24 | + 5 | +11 | 2,498 | + 1 | 9,747 | 15 | +40 | + 4 | 2,561 | 148 | 126 | 161 |
| Confectionery | 4 | + 9 | +18 | 97 | + 6 | 247 | d | d | d | d | d | d | d |
| Industrial Supplies | 5 | +28 | +17 | 379 | +30 | 1,761 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 7 | +63 | +18 | 281 | +57 | 816 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | + 7 | +13 | 292 | +11 | 955 | 4 | +22 | + 7 | 554 | 243 | 237 | 250 |
| Paper and Its Products | 6 | +19 | +13 | 349 | +22 | 931 | 5 | +27 | + 2 | 304 | 151 | 129 | 156 |
| Tobacco Products | 12 | -10 | + 4 | 2,095 | - 3 | 6,112 | 4 | +13 | - 2 | 228 | 44 | 38 | 47 |
| Middle Atlantic | 542 | +15 | +10 | 85,384 | +17 | 276,661 | 337 | +79 | + 1 | 69,437 | 131 | 86 | 142 |
| Automotive Supplies | 35 | + 6 | + 4 | 871 | +15 | 3,050 | 26 | +58 | + 4 | 1,131 | 215 | 153 | 211 |
| Paints and Varnishes | 4 | - 1 | + 6 | 93 | +16 | 257 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 10 | +19 | +11 | 3,854 | +64 | 11,187 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 8 | - 1 | +47 | 1,145 | - 7 | 2,949 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 21 | + 6 | +10 | 5,919 | + 4 | 18,217 | 14 | +15 | - 1 | 5,299 | 154 | 140 | 170 |
| Dry Goods | 30 | +13 | + 4 | 6,386 | +19 | 19,538 | 15 | +79 | + 3 | 4,570 | 139 | 89 | 145 |
| Electrical Group | 62 | +152 | +10 | 12,128 | +122 | 33,302 | 59 | +198 | +11 | 12,906 | 107 | 92 | 106 |
| Dairy and Poultry Products | 7 | +15 | + 7 | 855 | +37 | 7,710 | 4 | -52 | +21 | 171 | 23 | 58 | 20 |
| Fresh Fruits and Vegetables | 19 | -13 | + 8 | 1,215 | - 5 | 4,019 | 13 | +12 | +18 | 87 | 17 | 14 | 15 |
| Furniture and House Furnishings | 13 | +27 | +16 | 1,866 | +35 | 5,497 | 8 | +44 | + 3 | 761 | 58 | 48 | 65 |
| Groceries | 88 | + 7 | +13 | 16,768 | + 5 | 50,478 | 39 | +47 | - 3 | 9,422 | 150 | 108 | 167 |
| Confectionery | 5 | -12 | +12 | 147 | +12 | 905 | d | d | d | d | d | d | d |
| Meats and Meat Products | 11 | +39 | + 6 | 3,916 | +33 | 11,317 | 11 | +87 | - 7 | 2,207 | 56 | 42 | 64 |
| Beer | 12 | +10 | +14 | 285 | - 7 | 811 | 10 | +242 | + 5 | 82 | 29 | 10 | 32 |
| Wines and Liquors | 15 | -23 | +14 | 7,341 | -24 | 20,479 | 14 | +109 | - 1 | 12,812 | 177 | 65 | 204 |
| General Hardware | 23 | +27 | +15 | 5,616 | +32 | 15,934 | 14 | +70 | + 5 | 5,252 | 168 | 120 | 172 |
| Industrial Supplies | 20 | +35 | - 5 | 1,653 | +52 | 6,439 | 14 | +33 | + 2 | 1,751 | 182 | 199 | 182 |
| Plumbing and Heating Supplies | 17 | +35 | - 1 | 1,188 | +48 | 3,786 | 5 | +88 | + 8 | 456 | 200 | 140 | 162 |
| Jewelry | 9 | -18 | + 8 | 454 | -25 | 1,200 | 4 | +49 | + 3 | 748 | 285 | 173 | 285 |
| Optical Goods | 5 | - 7 | + 5 | 135 | - 2 | 378 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 14 | +42 | +22 | 2,089 | +57 | 6,045 | 5 | +100 | + 3 | 874 | 69 | 41 | 86 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | +41 | +13 | 647 | +34 | 1,907 | d | d | d | d | d | d | d |
| Surgical, Medical, Eqpt. Supplies | 7 | + 5 | + 5 | 245 | +17 | 631 | 6 | +31 | + 4 | 352 | 210 | 163 | 204 |
| Paper and Its Products | 23 | +29 | +12 | 2,954 | +37 | 7,686 | 13 | +18 | + 1 | 985 | 59 | 64 | 64 |
| Petroleum | 23 | +11 | + 7 | 657 | +19 | 1,962 | d | d | d | d | d | d | d |
| Tobacco Products | 32 | +11 | + 7 | 3,865 | +16 | 24,432 | 14 | +28 | - 1 | 958 | 49 | 47 | 54 |
| Leather and Shoe Findings | 9 | -26 | + 8 | 93 | -18 | 238 | 4 | +16 | - 1 | 87 | 145 | 101 | 154 |

( Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE a | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS b | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales c | Percent change: Mar. 1947 vs. Mar. 1946 | Percent change: Mar. 1947 vs. Feb. 1947 | March 1947 (Add 000) | Percent change from 3 mos. 1946 | Three months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Mar. 1947 vs. Mar. 1946 | Percent change: Mar. 1947 vs. Feb. 1947 | Mar. 31, 1947 (Add 000) | Mar. 1947 | Mar. 1946 | Feb. 1947 |
| East North Central | 489 | + 31 | + 5 | $76,438 | + 28 | $241,505 | 337 | + 74 | + 4 | $73,770 | 130 | 104 | 130 |
| Automotive Supplies | 50 | + 23 | +11 | 2,800 | + 21 | 7,789 | 38 | + 80 | +12 | 2,942 | 151 | 101 | 147 |
| Paints and Varnishes | 7 | + 41 | +11 | 632 | + 37 | 1,820 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 7 | + 31 | + 6 | 190 | - 29 | 650 | d | d | d | d | d | d | d |
| Coal | 4 | + 30 | - 1 | 1,822 | + 24 | 5,816 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 21 | + 15 | +11 | 5,770 | + 7 | 18,594 | 16 | + 19 | + 2 | 6,763 | 156 | 149 | 169 |
| Dry Goods | 8 | + 4 | + 2 | 1,484 | + 8 | 4,357 | 6 | + 69 | +20 | 1,668 | 119 | 75 | 102 |
| Electrical Group | 67 | +139 | - 2 | 15,304 | +119 | 45,434 | 62 | +216 | + 7 | 17,651 | 118 | 90 | 108 |
| Dairy and Poultry Products | 11 | + 34 | +12 | 636 | + 38 | 2,373 | 7 | + 13 | -22 | 60 | 13 | 15 | 19 |
| Fresh Fruits and Vegetables | 15 | - 4 | +13 | 788 | 0 | 2,838 | 10 | + 13 | + 7 | 263 | 43 | 38 | 44 |
| Farm Supplies | 6 | - 1 | +24 | 881 | - 10 | 2,142 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 5 | + 12 | - 1 | 746 | + 29 | 2,507 | 4 | + 85 | + 8 | 476 | 79 | 52 | 70 |
| Groceries | 90 | + 5 | + 4 | 14,422 | + 6 | 47,404 | 67 | + 45 | + 1 | 18,900 | 173 | 126 | 176 |
| Confectionery | 8 | - 3 | + 3 | 262 | + 9 | 796 | d | d | d | d | d | d | d |
| Meats and Meat Products | 17 | + 75 | +10 | 8,055 | + 53 | 20,684 | 15 | + 84 | - 5 | 4,125 | 62 | 65 | 71 |
| Beer | 12 | + 22 | + 9 | 471 | + 1 | 1,433 | 7 | + 87 | +11 | 125 | 47 | 28 | 46 |
| Wines and Liquors | 7 | - 21 | -13 | 444 | - 28 | 2,308 | 6 | + 31 | +13 | 951 | 226 | 144 | 176 |
| General Hardware | 14 | + 32 | + 7 | 5,720 | + 44 | 22,280 | 11 | + 81 | + 9 | 9,385 | 179 | 132 | 175 |
| Industrial Supplies | 8 | + 46 | +16 | 860 | + 40 | 2,710 | 5 | + 42 | + 4 | 250 | 137 | 121 | 163 |
| Plumbing and Heating Supplies | 13 | + 43 | + 9 | 951 | + 44 | 2,872 | 11 | + 82 | + 8 | 1,365 | 162 | 132 | 165 |
| Jewelry | 13 | - 10 | +29 | 804 | - 20 | 1,983 | 5 | + 2 | -13 | 627 | 177 | 130 | 255 |
| Optical Goods | 4 | - 10 | - 6 | 19 | - 10 | 46 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 8 | + 72 | +30 | 772 | + 61 | 2,471 | 5 | +162 | +20 | 341 | 70 | 41 | 73 |
| Machinery, Eqpt., and Supplies, except Electrical | 11 | + 33 | +18 | 990 | + 33 | 2,726 | 7 | + 57 | - 8 | 554 | 98 | 95 | 122 |
| Metals | 5 | + 49 | +14 | 739 | + 38 | 2,013 | d | d | d | d | d | d | d |
| Paper and Its Products | 21 | + 23 | + 2 | 4,170 | + 32 | 12,592 | 10 | + 38 | + 5 | 1,447 | 95 | 87 | 89 |
| Tobacco Products | 35 | 0 | + 2 | 4,905 | + 6 | 17,217 | 16 | + 46 | +25 | 1,388 | 65 | 44 | 54 |
| Leather and Shoe Findings | 10 | - 24 | + 7 | 138 | - 14 | 406 | d | d | d | d | d | d | d |
| West North Central | 271 | + 31 | +13 | 63,031 | + 27 | 190,500 | 200 | + 55 | + 3 | 77,672 | 158 | 131 | 167 |
| Automotive Supplies | 24 | + 19 | + 3 | 2,300 | + 19 | 7,906 | 16 | + 33 | + 2 | 1,845 | 206 | 177 | 204 |
| Drugs and Sundries (liquor excluded) | 16 | + 12 | +14 | 4,832 | + 9 | 14,013 | 15 | + 6 | + 2 | 6,811 | 162 | 172 | 180 |
| Dry Goods | 5 | - 1 | + 3 | 6,097 | + 13 | 21,855 | 5 | + 71 | + 5 | 12,152 | 199 | 115 | 196 |
| Electrical Group | 38 | +127 | +10 | 8,345 | +110 | 22,314 | 35 | +185 | +11 | 8,119 | 104 | 86 | 103 |
| Fresh Fruits and Vegetables | 7 | + 9 | +36 | 558 | + 5 | 1,806 | 4 | + 34 | + 4 | 106 | 28 | 22 | 42 |
| Furniture and House Furnishings | 5 | + 20 | -15 | 2,100 | + 59 | 12,656 | 4 | + 74 | + 3 | 2,136 | 104 | 72 | 86 |
| Groceries | 69 | + 12 | + 7 | 10,943 | 0 | 33,122 | 52 | + 41 | + 3 | 19,035 | 211 | 166 | 216 |
| Confectionery | 5 | + 16 | +13 | 331 | + 12 | 945 | 5 | + 20 | + 4 | 144 | 44 | 42 | 47 |
| Beer | 8 | + 31 | + 5 | 147 | + 11 | 776 | d | d | d | d | d | d | d |
| General Hardware | 14 | + 56 | +23 | 11,664 | + 51 | 28,360 | 13 | + 56 | + 3 | 17,336 | 154 | 154 | 188 |
| Industrial Supplies | 6 | + 40 | +40 | 522 | + 29 | 1,504 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 9 | + 29 | +15 | 972 | + 50 | 3,469 | 5 | + 75 | + 5 | 522 | 115 | 113 | 114 |
| Lumber and Building Materials | 6 | +140 | + 4 | 520 | + 93 | 2,570 | d | d | d | d | d | d | d |
| Paper and Its Products | 5 | + 23 | +12 | 303 | + 21 | 841 | d | d | d | d | d | d | d |
| Tobacco Products | 12 | + 8 | + 8 | 1,097 | + 4 | 3,680 | 6 | + 32 | +10 | 499 | 65 | 57 | 65 |
| Leather and Shoe Findings | 6 | - 13 | +14 | 74 | - 10 | 208 | d | d | d | d | d | d | d |

(Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH |  |  |  | SALES—YEAR-TO-DATE [a] |  | INVENTORY—END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS [b] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales [c] | Percent change Mar. 1947 vs. Mar. 1946 | Percent change Mar. 1947 vs. Feb. 1947 | March 1947 (Add 000) | Percent change from 3 mos. 1946 | Three months 1947 (Add 000) | Number of firms reporting stocks | Percent change Mar. 1947 vs. Mar. 1946 | Percent change Mar. 1947 vs. Feb. 1947 | Mar. 31, 1947 (Add 000) | Mar. 1947 | Mar. 1946 | Feb. 1947 |
| South Atlantic | 368 | + 33 | + 8 | $47,680 | + 28 | $142,162 | 237 | + 77 | + 5 | $43,523 | 124 | 97 | 128 |
| Automotive Supplies | 20 | + 18 | +14 | 543 | + 7 | 3,249 | 13 | +107 | + 2 | 962 | 211 | 117 | 235 |
| Clothing and Furnishings, except Shoes | 5 | - 19 | + 9 | 190 | - 24 | 558 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 4 | + 21 | - 3 | 2,385 | + 22 | 7,374 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded | 27 | + 15 | +14 | 4,755 | + 10 | 13,834 | 18 | + 18 | 0 | 6,405 | 198 | 187 | 222 |
| Dry Goods | 9 | + 11 | + 6 | 2,049 | + 13 | 5,589 | 5 | +129 | +14 | 3,088 | 236 | 121 | 215 |
| Electrical Group | 56 | +140 | + 9 | 10,850 | +118 | 30,304 | 48 | +177 | +12 | 10,305 | 105 | 92 | 101 |
| Fresh Fruits and Vegetables | 11 | - 9 | + 8 | 688 | + 1 | 2,082 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 4 | + 25 | - 1 | 608 | + 42 | 1,687 | d | d | d | d | d | d | d |
| Groceries | 105 | + 18 | + 7 | 11,323 | + 14 | 35,002 | 54 | + 49 | + 2 | 7,370 | 121 | 97 | 127 |
| Confectionery | 17 | + 19 | + 4 | 494 | + 21 | 1,395 | 8 | + 52 | - 2 | 324 | 81 | 64 | 86 |
| Meats and Meat Products | 5 | + 24 | +14 | 1,252 | + 25 | 3,544 | 4 | - 13 | -13 | 345 | 28 | 39 | 36 |
| Beer | 7 | - 19 | +17 | 368 | - 25 | 923 | 5 | + 13 | - 1 | 121 | 41 | 28 | 47 |
| General Hardware | 19 | + 31 | +13 | 3,185 | + 32 | 10,893 | 15 | + 78 | + 9 | 3,441 | 127 | 94 | 132 |
| Industrial Supplies | 8 | + 43 | +17 | 913 | + 39 | 2,993 | 6 | + 58 | + 2 | 1,207 | 146 | 129 | 169 |
| Lumber and Building Materials | 9 | + 51 | + 8 | 1,017 | + 70 | 2,606 | 4 | + 96 | - 3 | 661 | 157 | 105 | 162 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | + 16 | + 8 | 257 | + 25 | 812 | 8 | + 51 | - 3 | 334 | 217 | 159 | 253 |
| Paper and Its Products | 8 | + 22 | +17 | 741 | + 24 | 2,091 | d | d | d | d | d | d | d |
| Tobacco Products | 15 | - 2 | + 1 | 2,175 | + 5 | 6,165 | 10 | + 33 | - 4 | 878 | 51 | 38 | 54 |
| East South Central | 148 | + 34 | + 9 | 22,513 | + 28 | 65,632 | 91 | + 63 | + 1 | 20,373 | 131 | 109 | 143 |
| Automotive Supplies | 4 | - 9 | + 3 | 205 | - 4 | 417 | 3 | + 72 | - 2 | 431 | 245 | 143 | 202 |
| Drugs and Sundries (liquor excluded) | 15 | + 9 | +15 | 2,972 | + 8 | 8,532 | 11 | + 11 | 0 | 4,059 | 170 | 166 | 196 |
| Dry Goods | 7 | + 1 | - 9 | 1,387 | + 1 | 5,257 | 4 | + 51 | + 5 | 1,472 | 157 | 108 | 132 |
| Electrical Group | 19 | +110 | + 7 | 3,008 | + 92 | 8,269 | 17 | +237 | + 7 | 3,949 | 138 | 88 | 135 |
| Fresh Fruits and Vegetables | 8 | - 15 | +10 | 190 | - 10 | 540 | d | d | d | d | d | d | d |
| Groceries | 34 | + 18 | + 9 | 4,495 | + 14 | 12,040 | 21 | + 61 | - 3 | 4,399 | 129 | 95 | 147 |
| Confectionery | 9 | + 9 | + 7 | 405 | + 10 | 1,068 | d | d | d | d | d | d | d |
| Meats and Meat Products | 4 | + 88 | +15 | 1,407 | + 71 | 3,814 | d | d | d | d | d | d | d |
| Beer | 5 | 0 | +16 | 72 | - 10 | 199 | 4 | + 77 | + 1 | 83 | 119 | 73 | 149 |
| General Hardware | 11 | + 50 | +15 | 3,882 | + 41 | 11,212 | 4 | + 92 | + 2 | 2,496 | 142 | 122 | 170 |
| Industrial Supplies | 4 | + 28 | +10 | 505 | + 30 | 1,715 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 4 | +159 | -13 | 783 | +212 | 2,251 | d | d | d | d | d | d | d |
| Tobacco Products | 6 | + 9 | + 6 | 449 | + 8 | 1,487 | 4 | + 26 | - 2 | 129 | 39 | 33 | 41 |
| West South Central | 232 | + 29 | +11 | 41,468 | + 25 | 120,496 | 171 | + 70 | + 5 | 48,761 | 148 | 115 | 159 |
| Automotive Supplies | 13 | - 1 | +14 | 754 | - 5 | 2,476 | 11 | + 97 | + 6 | 1,242 | 179 | 91 | 193 |
| Drugs and Sundries (liquor excluded) | 16 | + 13 | +13 | 4,057 | + 6 | 12,390 | 11 | + 23 | + 6 | 5,942 | 202 | 183 | 216 |
| Dry Goods | 5 | + 4 | - 1 | 728 | - 16 | 2,140 | 4 | + 33 | + 9 | 892 | 190 | 137 | 160 |
| Electrical Group | 41 | +129 | +18 | 6,370 | +105 | 16,352 | 39 | +215 | + 6 | 7,263 | 115 | 84 | 128 |
| Groceries | 89 | + 17 | + 6 | 12,871 | + 17 | 39,046 | 60 | + 50 | + 3 | 11,746 | 126 | 100 | 128 |
| Confectionery | 4 | + 71 | + 3 | 156 | + 80 | 447 | d | d | d | d | d | d | d |
| General Hardware | 18 | + 38 | + 8 | 5,194 | + 35 | 15,606 | 12 | +109 | + 7 | 7,477 | 223 | 141 | 212 |
| Industrial Supplies | 5 | + 32 | + 5 | 2,509 | + 50 | 8,293 | 4 | + 57 | + 8 | 4,460 | 265 | 214 | 298 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | + 59 | +34 | 1,431 | + 31 | 3,874 | d | d | d | d | d | d | d |
| Tobacco Products | 8 | + 29 | +15 | 1,498 | + 36 | 3,078 | 4 | + 91 | 0 | 469 | 38 | 27 | 46 |

(Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MARCH 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: Mar. 1947 vs. Mar. 1946 | Percent change: Mar. 1947 vs. Feb. 1947 | March 1947 (Add 000) | Percent change from 3 mos. 1946 | Three months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Mar. 1947 vs. Mar. 1946 | Percent change: Mar. 1947 vs. Feb. 1947 | Mar. 31, 1947 (Add 000) | Mar. 1947 | Mar. 1946 | Feb. 1947 |
| Mountain | 129 | + 38 | +11 | $17,825 | + 34 | $43,752 | 99 | + 84 | + 4 | $23,058 | 162 | 122 | 172 |
| Automotive Supplies | 15 | + 35 | + 6 | 860 | + 32 | 2,679 | 9 | + 72 | + 1 | 818 | 276 | 215 | 287 |
| Drugs and Sundries (liquor excluded) | 11 | + 32 | + 8 | 1,830 | + 25 | 5,303 | 8 | + 21 | + 6 | 2,872 | 187 | 211 | 195 |
| Electrical Goods | 15 | +125 | +14 | 2,577 | +101 | 7,048 | 14 | +296 | +14 | 3,106 | 125 | 74 | 127 |
| Groceries | 30 | + 10 | +13 | 3,802 | + 16 | 9,881 | 27 | + 70 | - 2 | 7,718 | 213 | 137 | 245 |
| General Hardware | 6 | + 65 | +28 | 1,934 | + 52 | 5,144 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 4 | +121 | +13 | 1,472 | + 84 | 3,945 | d | d | d | d | d | d | d |
| Tobacco Products | 7 | - 4 | + 6 | 461 | + 5 | 932 | 4 | +129 | 0 | 231 | 148 | 52 | 156 |
| Pacific | 299 | + 26 | + 7 | 55,387 | + 24 | 179,702 | 192 | + 75 | +10 | 69,424 | 179 | 133 | 176 |
| Automotive Supplies | 60 | + 19 | + 1 | 2,964 | + 20 | 9,258 | 28 | + 52 | + 4 | 3,106 | 203 | 181 | 203 |
| Clothing and Furnishing, except Shoes | 6 | - 9 | -21 | 187 | + 8 | 575 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | + 68 | + 7 | 452 | + 42 | 1,297 | 5 | +137 | - 1 | 741 | 183 | 129 | 191 |
| Drugs and Sundries (liquor excluded) | 15 | - 3 | + 4 | 5,578 | + 2 | 15,488 | 12 | + 10 | + 5 | 7,925 | 194 | 170 | 187 |
| Dry Goods | 9 | + 37 | + 2 | 1,681 | + 36 | 5,130 | d | d | d | d | d | d | d |
| Electrical Goods | 35 | +128 | +10 | 9,877 | +108 | 29,037 | 35 | +203 | +13 | 14,374 | 146 | 109 | 142 |
| Fresh Fruits and Vegetables | 4 | - 6 | + 6 | 362 | + 14 | 2,597 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 8 | + 9 | -13 | 1,430 | + 56 | 6,865 | 5 | +140 | +17 | 4,010 | 305 | 135 | 227 |
| Groceries | 45 | + 9 | + 8 | 11,886 | + 5 | 44,909 | 27 | + 65 | + 9 | 9,734 | 142 | 93 | 139 |
| Confectionery | 5 | - 14 | - 4 | 197 | - 14 | 528 | 4 | - 5 | +13 | 213 | 109 | 99 | 92 |
| Meats and Meat Products | 8 | + 43 | +12 | 1,271 | + 45 | 5,967 | 8 | + 34 | +11 | 413 | 32 | 35 | 33 |
| Beer | 5 | - 3 | +18 | 201 | - 25 | 564 | d | d | d | d | d | d | d |
| General Hardware | 12 | + 47 | +10 | 6,265 | + 38 | 19,467 | 7 | + 79 | + 9 | 9,050 | 228 | 204 | 250 |
| Industrial Supplies | 8 | + 35 | +11 | 2,188 | + 20 | 3,763 | 6 | + 76 | + 9 | 4,288 | 218 | 172 | 222 |
| Plumbing and Heating Supplies | 4 | + 55 | + 7 | 876 | + 89 | 2,632 | d | d | d | d | d | d | d |
| Jewelry | 6 | - 6 | - 1 | 676 | - 16 | 1,958 | 6 | + 52 | + 7 | 2,477 | 366 | 226 | 339 |
| Lumber and Building Materials | 11 | + 64 | +11 | 1,590 | + 76 | 4,118 | 8 | +228 | + 1 | 915 | 105 | 64 | 126 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | + 25 | + 9 | 1,060 | + 45 | 2,969 | 5 | + 85 | - 2 | 939 | 168 | 91 | 188 |
| Metals | 4 | + 30 | + 5 | 673 | + 26 | 1,965 | d | d | d | d | d | d | d |
| Tobacco Products | 9 | - 17 | + 1 | 1,038 | - 2 | 4,836 | 6 | + 45 | +14 | 389 | 49 | 28 | 45 |
| Leather and Shoe Findings | 6 | + 7 | +20 | 310 | + 8 | 332 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Insufficient data to show separately.

39/3/

## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | Number of firms reporting | Collection Percentages a | | | Accounts Receivable | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | As of |
| | | Mar. 1947 | Mar. 1946 | Feb. 1947 | Mar. 1947 vs. Mar. 1946 | Mar. 1947 vs. Feb. 1947 | March 1, 1947 (Add 000) |
| New England | 134 | 103 | 116 | 98 | + 48 | + 2 | $13,504 |
| Automotive Supplies | 7 | 81 | 80 | 85 | + 21 | -14 | 483 |
| Shoes and Other Footwear | 4 | 32 | 46 | 37 | + 44 | +16 | 1,235 |
| Drugs and Sundries (liquor excluded) | 6 | 122 | 135 | 118 | + 13 | - 8 | 588 |
| Dry Goods | 5 | 87 | 111 | 74 | + 5 | - 8 | 232 |
| Electrical Group | 27 | 85 | 94 | 83 | +146 | + 3 | 4,067 |
| Fresh Fruits and Vegetables | 8 | 179 | 221 | 170 | + 3 | + 9 | 140 |
| Groceries | 17 | 144 | 145 | 136 | + 11 | 0 | 1,302 |
| Indrustrial Supplies | 4 | 103 | 103 | 82 | + 83 | -13 | 227 |
| Plumbing and Heating Supplies | 6 | 74 | 73 | 78 | + 55 | - 3 | 289 |
| Paper and Its Products | 6 | 96 | 105 | 86 | + 31 | + 5 | 359 |
| Tobacco Products | 8 | 194 | 190 | 170 | - 14 | -10 | 934 |
| Middle Atlantic | 433 | 112 | 122 | 108 | + 34 | + 3 | 60,244 |
| Automotics Supplies | 30 | 78 | 86 | 79 | + 27 | -12 | 640 |
| Clothing and Furnishings, except except Shoes | 8 | 113 | 125 | 105 | + 89 | + 4 | 3,371 |
| Shoes and Other Footwear | 8 | 73 | 95 | 79 | + 4 | + 8 | 1,088 |
| Drugs and Sundries (liquor excluded) | 9 | 101 | 102 | 98 | + 9 | - 1 | 2,137 |
| Dry Goods | 26 | 87 | 98 | 89 | + 24 | + 1 | 4,919 |
| Electrical Group | 60 | 98 | 99 | 100 | +154 | +10 | 11,501 |
| Dairy and Poultry Products | 5 | 226 | 291 | 227 | + 13 | + 8 | 242 |
| Fresh Fruits and Vegetables | 16 | 141 | 146 | 155 | + 3 | +25 | 482 |
| Furniture and House Furnishings | 12 | 98 | 110 | 96 | + 41 | - 6 | 1,606 |
| Groceries | 63 | 153 | 151 | 140 | + 4 | - 3 | 8,906 |
| Meats and Meat Products | 11 | 231 | 218 | 213 | + 35 | + 2 | 1,573 |
| Beer | 7 | 192 | 158 | 200 | - 24 | +13 | 89 |
| Wines and Liquors | 15 | 102 | 123 | 99 | - 6 | +16 | 6,378 |
| General Hardware | 19 | 87 | 101 | 88 | + 46 | 0 | 5,191 |
| Industrial Supplies | 19 | 84 | 87 | 80 | + 64 | + 8 | 1,629 |
| Plumbing and Heating Supplies | 15 | 81 | 87 | 86 | + 58 | + 4 | 1,266 |
| Jewelry | 6 | 56 | 74 | 53 | - 7 | +24 | 305 |
| Optical Goods | 5 | 92 | 84 | 83 | + 2 | - 1 | 156 |
| Lumber and Building Materials | 11 | 99 | 123 | 95 | + 71 | - 2 | 1,699 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | 106 | 99 | 94 | + 31 | + 1 | 560 |
| Surgical, Medical, Eqpt. Supplies | 7 | 68 | 66 | 57 | + 42 | - 2 | 337 |
| Paper and Its Products | 18 | 96 | 99 | 94 | + 40 | - 5 | 2,521 |
| Tobacco Products | 20 | 218 | 237 | 198 | + 27 | 0 | 1,411 |
| Leather and Shoe Findings | 5 | 65 | 85 | 58 | + 12 | - 3 | 37 |
| East North Central | 383 | 117 | 130 | 118 | + 56 | + 8 | 47,531 |
| Automotive Supplies | 43 | 99 | 110 | 103 | + 35 | 0 | 1,593 |
| Paints and Varnishes | 7 | 75 | 66 | 78 | + 12 | +18 | 684 |
| Clothing and Furnishings, except Shoes | 5 | 92 | 105 | 84 | - 16 | -20 | 190 |
| Coal | 4 | 86 | 85 | 80 | + 22 | -11 | 2,296 |
| Drugs and Sundries (liquor excluded) | 10 | 106 | 112 | 107 | + 22 | + 1 | 1,481 |
| Dry Goods | 7 | 79 | 95 | 77 | + 28 | + 4 | 1,712 |
| Electrical Group | 59 | 92 | 98 | 96 | +172 | +16 | 13,213 |
| Dairy and Poultry Products | 7 | 213 | 220 | 219 | + 33 | + 6 | 120 |
| Fresh Fruits and Vegetables | 10 | 238 | 246 | 217 | + 8 | - 1 | 221 |
| Furniture and House Furnishings | 5 | 115 | 137 | 103 | + 41 | - 4 | 667 |
| Groceries | 67 | 212 | 234 | 201 | + 13 | + 1 | 4,459 |
| Confectionery | 5 | 128 | 163 | 134 | + 26 | +16 | 72 |
| Meats and Meat Products | 16 | 238 | 237 | 228 | + 83 | +18 | 3,235 |
| Wines and Liquors | 5 | 198 | 185 | 255 | - 27 | +25 | 64 |
| General Hardware | 14 | 96 | 109 | 99 | + 54 | +22 | 5,374 |
| Industrial Supplies | 8 | 85 | 93 | 83 | + 53 | + 2 | 868 |
| Plumbing and Heating Supplies | 12 | 86 | 89 | 87 | + 58 | + 3 | 981 |
| Jewelry | 10 | 77 | 89 | 72 | - 14 | +28 | 765 |
| Lumber and Building Materials | 8 | 112 | 113 | 114 | + 56 | + 8 | 542 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | 85 | 94 | 91 | + 88 | + 2 | 868 |
| Metals | 4 | 130 | 137 | 122 | + 56 | - 2 | 494 |
| Paper and Its Products | 21 | 96 | 97 | 101 | + 35 | + 3 | 4,157 |
| Tobacco Products | 23 | 153 | 169 | 166 | + 19 | + 8 | 1,970 |
| Leather and Shoe Findings | 7 | 80 | 108 | 86 | + 14 | + 4 | 124 |
| West North Central | 210 | 100 | 116 | 95 | + 60 | + 8 | 48,180 |
| Automotive Supplies | 18 | 87 | 90 | 84 | + 21 | + 4 | 2,344 |
| Drugs and Sundries (liquor excluded) | 7 | 120 | 126 | 117 | + 10 | + 3 | 1,593 |
| Dry Goods | 5 | 61 | 78 | 56 | + 55 | - 1 | 9,939 |
| Electrical Group | 36 | 84 | 87 | 83 | +116 | + 8 | 8,482 |
| Fresh Fruits and Vegetables | 5 | 170 | 233 | 171 | + 30 | +28 | 210 |
| Furniture and House Furnishings | 5 | 105 | 153 | 107 | + 89 | + 3 | 2,110 |
| Groceries | 55 | 160 | 160 | 150 | + 11 | + 4 | 6,074 |
| Beer | 5 | 172 | 138 | 190 | - 31 | - 6 | 29 |
| General Hardware | 14 | 107 | 127 | 101 | + 72 | +16 | 9,191 |
| Industrial Supplies | 6 | 109 | 103 | 87 | + 28 | + 5 | 424 |
| Plumbing and Heating Supplies | 9 | 85 | 95 | 81 | +102 | +11 | 799 |
| Lumber and Building Materials | 4 | 110 | 127 | 92 | +259 | + 4 | 459 |
| Tobacco Products | 6 | 327 | 349 | 283 | + 28 | - 3 | 190 |
| Leather and Shoe Findings | 5 | 72 | 88 | 65 | + 5 | + 3 | 97 |

(Continued on next page)

## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

MARCH 1947

| GEOGRAPHIC DIVISION AND KINL OF BUSINESS | Number of firms reporting | Collection Percentages [a] | | | Accounts Receivable | | |
|---|---|---|---|---|---|---|---|
| | | Mar. 1947 | Mar. 1946 | Feb. 1947 | Percent change | | As of Mar. 1, 1947 (Add 000) |
| | | | | | Mar. 1947 vs. Mar. 1946 | Mar. 1947 vs. Feb. 1947 | |
| South Atlantic | 276 | 110 | 122 | 110 | + 56 | + 9 | $31,721 |
| Automotive Supplies | 15 | 88 | 94 | 86 | + 14 | -11 | 431 |
| Clothing and Furnishings, except Shoes | 4 | 79 | 98 | 71 | + 17 | + 7 | 199 |
| Drugs and Sundries (liquor excluded) | 16 | 118 | 122 | 117 | + 15 | - 2 | 2,030 |
| Dry Goods | 7 | 80 | 100 | 79 | + 40 | + 7 | 2,131 |
| Electrical Group | 49 | 91 | 79 | 85 | +139 | +13 | 10,626 |
| Fresh Fruits and Vegetables | 9 | 164 | 189 | 164 | + 4 | + 3 | 261 |
| Confectionery | 6 | 134 | 143 | 124 | + 38 | + 5 | 212 |
| Meats and Meat Products | 4 | 286 | 314 | 239 | + 42 | - 1 | 447 |
| Groceries | 76 | 168 | 181 | 171 | + 22 | + 7 | 4,596 |
| General Hardware | 19 | 97 | 111 | 105 | + 52 | +12 | 2,849 |
| Industrial Supplies | 6 | 89 | 104 | 97 | + 54 | + 7 | 813 |
| Lumber and Building Materials | 8 | 125 | 144 | 114 | + 80 | - 1 | 802 |
| Machinery, Eqpt., and Supplies, Except Electrical. | 8 | 95 | 98 | 87 | + 19 | + 1 | 149 |
| Paper and Its Products | 7 | 93 | 97 | 101 | + 29 | + 6 | 600 |
| Tobacco Products | 13 | 180 | 180 | 182 | + 3 | - 2 | 898 |
| East South Central | 111 | 114 | 126 | 114 | + 51 | + 9 | 14,003 |
| Automotive Supplies | 4 | 89 | 101 | 90 | + 3 | - 6 | 214 |
| Drugs and Sundries | 6 | 102 | 114 | 109 | + 12 | - 3 | 571 |
| Dry Goods | 7 | 83 | 101 | 86 | + 27 | +10 | 1,714 |
| Electrical Group | 19 | 90 | 91 | 93 | + 91 | + 7 | 3,223 |
| Fresh Fruits and Vegetables | 5 | 172 | 237 | 176 | + 6 | + 6 | 88 |
| Groceries | 27 | 169 | 177 | 155 | + 25 | + 7 | 2,192 |
| Meats and Meat Products | 4 | 277 | 274 | 241 | + 92 | +11 | 515 |
| General Hardware | 7 | 86 | 97 | 95 | + 58 | +16 | 2,221 |
| Industrial Supplies | 4 | 92 | 99 | 94 | + 33 | - 7 | 485 |
| Tobacco Products | 4 | 328 | 212 | 268 | - 15 | -17 | 89 |
| West South Central | 177 | 119 | 129 | 112 | + 39 | + 1 | 23,112 |
| Automotive Supplies | 8 | 77 | 98 | 83 | - 5 | + 1 | 478 |
| Drugs and Sundries (liquor excluded) | 9 | 103 | 114 | 96 | + 17 | + 2 | 2,261 |
| Dry Goods | 5 | 77 | 91 | 68 | + 17 | + 9 | 1,049 |
| Electrical Group | 40 | 83 | 85 | 81 | +112 | + 9 | 6,310 |
| Groceries | 66 | 194 | 190 | 173 | + 16 | - 6 | 4,832 |
| General Hardware | 16 | 106 | 123 | 102 | + 54 | - 2 | 3,579 |
| Industrial Supplies | 4 | 102 | 106 | 102 | + 21 | + 2 | 1,501 |
| Tobacco Products | 5 | 172 | 206 | 150 | + 47 | - 1 | 194 |
| Mountain | 96 | 118 | 144 | 113 | + 64 | + 6 | 10,418 |
| Automotive Supplies | 8 | 102 | 110 | 89 | + 73 | + 6 | 578 |
| Drugs and Sundries (liquor excluded) | 5 | 201 | 306 | 218 | + 9 | + 9 | 208 |
| Electrical Group | 15 | 88 | 99 | 80 | +130 | +11 | 2,730 |
| Groceries | 29 | 154 | 174 | 148 | + 23 | - 1 | 2,335 |
| Lumber and Building Materials | 4 | 95 | 122 | 82 | +176 | +18 | 1,212 |
| Tobacco Products | 4 | 110 | 141 | 104 | + 17 | - 1 | 120 |
| Pacific | 222 | 100 | 117 | 97 | + 51 | + 3 | 39,775 |
| Automotive Supplies | 39 | 81 | 88 | 79 | + 25 | - 2 | 1,495 |
| Clothing and Furnishings, except Shoes | 6 | 77 | 111 | 82 | + 74 | +37 | 273 |
| Shoes and Other Footwear | 7 | 97 | 133 | 74 | + 97 | 0 | 446 |
| Drugs and Sundries (liquor excluded) | 5 | 84 | 109 | 87 | - 17 | +11 | 1,655 |
| Dry Goods | 7 | 93 | 118 | 93 | + 64 | - 2 | 1,530 |
| Electrical Group | 34 | 86 | 90 | 84 | +133 | + 7 | 10,377 |
| Furniture and House Furnishings | 8 | 76 | 99 | 71 | + 61 | - 1 | 2,083 |
| Groceries | 33 | 171 | 181 | 155 | + 12 | - 3 | 5,513 |
| Meats and Meat Products | 4 | 302 | 375 | 271 | + 69 | - 1 | 367 |
| General Hardware | 11 | 95 | 103 | 94 | + 53 | +10 | 5,824 |
| Industrial Supplies | 7 | 71 | 90 | 69 | + 59 | 0 | 2,746 |
| Plumbing and Heating Supplies | 4 | 77 | 86 | 76 | +111 | -14 | 1,000 |
| Jewelry | 6 | 63 | 74 | 61 | + 14 | +11 | 1,132 |
| Lumber and Building Materials | 11 | 103 | 108 | 99 | + 69 | + 1 | 1,479 |
| Machinery, Eqpt.,and Supplies, except Electrical. | 7 | 84 | 109 | 82 | + 69 | +12 | 864 |
| Metals | 4 | 98 | 102 | 91 | + 14 | + 1 | 681 |
| Tobacco Products | 7 | 187 | 220 | 179 | - 11 | - 8 | 368 |
| Leather and Shoe Findings | 4 | 69 | 89 | 69 | + 33 | + 2 | 339 |

(a) Collection Percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.
Pacific - (Calif., Oreg., Wash.)

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
Washington 25, D. C.

With the cooperation of
the National Association
of Credit Men

Current
Wholesale
Trade

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JUN 6 1947
UNIVERSITY OF ILLINOIS

# WHOLESALERS' SALES, INVENTORIES, AND CREDITS
## (Service and Limited-Function Wholesalers)

For Release
June 2, 1947

APRIL 1947

April sales of merchant wholesalers continued well above the level of a year ago but recorded little change from March of this year, Director J. C. Capt of the Bureau of the Census announced today. Dollar sales, all trades combined, were up 24 percent over April of last year and for the first four months of this year they were 26 percent above the corresponding four months of last year. Dollar volume changed only slightly from March to April (up 2 percent). These data are based upon confidential reports to the Bureau of the Census by 2,696 merchant wholesalers representing all parts of the country-- wholesalers who reported sales totaling $454,000,000 for April.

Like sales, dollar inventories of wholesalers at the end of April (valued at cost) were considerably above -- 68 percent -- the level of April 30 last year but they registered little or no change (up 1 percent) from March 31 of this year.

Considered by kinds of business, and comparing April 1947 with April 1946, sales were up in all lines of trade except dry goods, fresh fruits and vegetables, specialty groceries, liquors, jewelry, optical goods, leather and shoe findings, and miscellaneous trades. Full-line electrical goods wholesalers and coal distributors reported increases in dollar sales of more than 100 percent over April of last year. Other trades recording increases of 40 percent of more included paints, electrical wiring and construction supplies, electrical appliances, meats, and lumber. Comparing April with March of this year, increases of 10 percent or more were recorded by five of the trades shown separately in the accompanying tables. Eighteen additional trades reported moderate increases, up to 10 percent, while 14 recorded slight declines or no change.

Comparing the first four months of this year with the corresponding period of last year, dollar sales were up more than 50 percent in the following trades: paints, electrical merchandise (full-line), electrical wiring supplies and construction materials, electrical appliances, meats, plumbing and heating, and lumber. Only seven trades reported a smaller dollar volumv this year than last year: fruits and vegetables, beer, wines and liquars, jewelry, optical goods, leather (including shoe findings), and miscellaneous trades.

Trends in inventories since April 30 of last year have been irregular. Two trades, full-line electrical goods and lumber, recorded increases of more than 100 percent in dollar volume valued at cost. Seventeen additional trades recorded increases of 50 to 100 percent among which were clothing and furnishings with an increase of 92 percent in inventories; wiring supplies and construction materials, 92 percent; electrical appliances, 87 percent; furniture, 90 percent; beer, 98 percent; and plumbing and heating, 91 percent. Only three trades reported smaller dollar inventories for April 30 of this year compared with a year ago.

Accounts receivable of 2,054 wholesalers at the beginning of April were 48 percent above a year earlier and up 5 percent over the beginning of March of this year. With accounts receivable increasing at a more rapid rate than dollar volume of sales, the length of the collection period has increased somewhat over a year ago -- from three weeks to approximately four weeks, on the average. Increases in the length of the collection period of April over last year are noted for 33 of the 37 trades shown separately in the attached tables.

This monthly study is conducted jointly by the National Association of Credit Men and the Bureau of the Census. Detailed figures are presented in the following tables in summary for the United States and, insofar as the data permit without disclosing individual operations, by Geographic Divisions. No adjustments have been made for the number of days in a month, nor for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

## WHOLESALERS' SALES AND INVENTORIES

APRIL 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change: April 1947 vs. April 1946 | Percent change: April 1947 vs. March 1947 | April 1947 (Add 000) | Percent change From 4 Mos., 1946 | Four months 1947 (Add 000) | Number of firms reporting stocks | Percent change: April 1947 vs. April 1946 | Percent change: April 1947 vs. March 1947 | April 30, 1947 (Add 000) | April 1947 | April 1946 | March 1947 |
| UNITED STATES | 2,696 | + 24 | + 2 | $453,634 | + 26 | $1,969,253 | 1,789 | + 68 | + 1 | $439,000 | 137 | 104 | 139 |
| Automotive Supplies | 225 | + 19 | + 5 | 12,786 | + 18 | 52,853 | 146 | + 78 | + 2 | 13,876 | 193 | 131 | 197 |
| Chemicals (industrial) | 12 | + 24 | + 1 | 1,246 | + 49 | 7,078 | 8 | + 26 | - 7 | 782 | 96 | 95 | 106 |
| Paints and Varnishes | 56 | + 41 | + 1 | 6,000 | + 57 | 27,558 | 11 | + 44 | - 4 | 973 | 104 | 85 | 128 |
| Clothing and Furnishings, except Shoes | 31 | + 4 | - 4 | 4,463 | + 27 | 18,929 | 14 | + 92 | + 9 | 795 | 116 | 49 | 89 |
| Shoes and Other Footwear | 31 | + 16 | - 1 | 23,939 | + 24 | 93,706 | 20 | + 56 | - 9 | 6,397 | 54 | 40 | 57 |
| Coal | 6 | +133 | -13 | 1,008 | + 30 | 17,519 | 4 | - 5 | -34 | 317 | 71 | 164 | 94 |
| Drugs and Sundries (liquor excluded) | 149 | + 9 | + 1 | 37,187 | + 7 | 152,071 | 113 | + 12 | - 4 | 47,341 | 168 | 164 | 176 |
| Dry Goods | 83 | - 5 | - 6 | 20,854 | + 8 | 87,033 | 51 | + 52 | + 6 | 28,105 | 188 | 114 | 168 |
| Total Electrical Group | 355 | +144 | +12 | 79,447 | +119 | 289,601 | 338 | +206 | + 7 | 87,669 | 112 | 89 | 118 |
| Full-line | 328 | +148 | +12 | 77,469 | +122 | 274,519 | 323 | +213 | + 7 | 86,232 | 112 | 89 | 118 |
| Wiring Supplies, Construction Materials Distributors | 22 | + 59 | + 9 | 1,359 | + 64 | 11,612 | 11 | + 92 | + 2 | 992 | 132 | 115 | 140 |
| Appliances and Specialties | 5 | + 73 | +14 | 619 | + 94 | 3,470 | 4 | + 87 | +14 | 445 | 81 | 80 | 85 |
| Dairy and Poultry Products | 22 | + 16 | - 9 | 2,144 | + 40 | 19,170 | 13 | - 26 | -26 | 582 | 32 | 50 | 40 |
| Fresh Fruits and Vegetables | 68 | - 12 | + 4 | 6,446 | - 1 | 25,924 | 42 | + 25 | +10 | 1,090 | 24 | 17 | 22 |
| Farm Supplies | 18 | + 33 | -24 | 5,283 | + 23 | 23,831 | 9 | + 46 | -16 | 849 | 72 | 76 | 86 |
| Furniture and House Furnishings | 43 | + 21 | + 8 | 8,256 | + 42 | 44,470 | 25 | + 90 | + 4 | 8,727 | 138 | 83 | 142 |
| Groceries | 574 | + 6 | - 2 | 87,991 | + 7 | 389,960 | 356 | + 48 | - 4 | 83,762 | 152 | 109 | 155 |
| Full-line wholesalers [d] | 338 | + 9 | - 2 | 44,757 | + 8 | 189,000 | 213 | + 47 | - 5 | 46,338 | 154 | 112 | 158 |
| Voluntary-group wholesalers | 121 | + 6 | + 2 | 25,229 | + 6 | 119,906 | 80 | + 39 | - 3 | 19,994 | 146 | 117 | 158 |
| Retailer-cooperative warehouses | 18 | + 13 | - 1 | 5,987 | + 7 | 24,275 | 11 | + 79 | - 3 | 5,144 | 143 | 100 | 150 |
| Specialty lines | 97 | - 5 | -12 | 12,018 | + 7 | 56,779 | 52 | + 62 | + 1 | 12,286 | 161 | 93 | 140 |
| Confectionery | 57 | + 10 | - 3 | 2,036 | + 12 | 8,873 | 31 | + 38 | 0 | 1,051 | 70 | 57 | 68 |
| Meats and Meat Products | 44 | + 43 | 0 | 15,485 | + 69 | 126,054 | 37 | + 78 | + 2 | 8,611 | 65 | 52 | 63 |
| Beer | 48 | + 27 | +15 | 1,727 | - 1 | 6,922 | 33 | + 98 | + 2 | 518 | 44 | 26 | 49 |
| Wines and Liquors | 22 | - 27 | - 6 | 3,877 | - 19 | 39,149 | 19 | + 68 | +18 | 7,302 | 194 | 85 | 163 |
| Liquor Department of Other Trades [e] | 45 | - 31 | - 3 | 8,209 | - 30 | 32,682 | 45 | + 89 | - 2 | 26,975 | 329 | 120 | 326 |
| Total Hardware Group | 248 | + 34 | + 5 | 62,936 | + 40 | 249,871 | 158 | + 72 | + 2 | 76,642 | 173 | 138 | 176 |
| General hardware | 129 | + 35 | + 5 | 47,653 | + 39 | 185,369 | 91 | + 75 | + 2 | 60,231 | 168 | 132 | 171 |
| Industrial supplies | 60 | + 33 | + 4 | 10,063 | + 38 | 41,477 | 38 | + 58 | + 2 | 13,502 | 206 | 178 | 208 |
| Plumbing and heating supplies | 59 | + 32 | + 6 | 5,220 | + 51 | 22,026 | 29 | + 91 | + 4 | 2,909 | 151 | 105 | 147 |
| Jewelry | 42 | - 16 | - 1 | 2,682 | - 18 | 9,533 | 20 | + 38 | + 4 | 4,312 | 279 | 166 | 274 |
| Optical Goods | 14 | - 5 | + 6 | 243 | - 1 | 999 | 8 | - 7 | + 5 | 127 | 122 | 139 | 126 |
| Lumber and Building Materials | 56 | + 57 | + 7 | 7,268 | + 71 | 33,169 | 30 | +133 | + 7 | 3,411 | 83 | 57 | 84 |
| Machinery, Eqpt., and Supplies, except Electrical | 47 | + 29 | + 2 | 4,903 | + 35 | 22,688 | 32 | + 56 | + 2 | 5,903 | 162 | 135 | 163 |
| Surgical, Medical, Eqpt, Supplies | 18 | + 29 | + 3 | 1,141 | + 26 | 6,849 | 14 | + 44 | + 4 | 1,171 | 120 | 111 | 121 |
| Metals | 17 | + 32 | + 2 | 1,898 | + 27 | 14,482 | 11 | + 64 | + 8 | 2,540 | 196 | 146 | 179 |
| Paper and Its Products | 70 | + 24 | + 4 | 9,658 | + 28 | 37,804 | 36 | + 29 | + 5 | 4,495 | 99 | 93 | 97 |
| Petroleum | 28 | + 19 | +10 | 950 | + 19 | 3,608 | 26 | + 40 | - 2 | 642 | 74 | 64 | 88 |
| Tobacco Products | 213 | + 8 | + 4 | 30,381 | + 7 | 114,405 | 114 | + 28 | - 4 | 11,017 | 61 | 51 | 65 |
| Leather and Shoe Findings | 36 | - 4 | +10 | 737 | - 4 | 2,864 | 14 | + 37 | 0 | 1,021 | 336 | 231 | 337 |
| Miscellaneous | 18 | - 4 | - 1 | 2,453 | - 1 | 10,600 | 11 | + 80 | - 1 | 1,997 | 187 | 161 | 188 |

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a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the Wholesale Drug Trade.

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## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

APRIL 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES [a] |  |  | ACCOUNTS RECEIVABLE |  |  |
|---|---|---|---|---|---|---|---|
|  |  |  |  |  | Percent change |  | As of |
|  |  | April 1947 | April 1946 | March 1947 | April 1947 vs. April 1946 | April 1947 vs. March 1947 | April 1, 1947 (Add 000) |
| UNITED STATES | 2,054 | 109 | 125 | 110 | + 48 | + 5 | $305,768 |
| Automotive Supplies | 178 | 89 | 95 | 90 | + 28 | + 4 | 8,839 |
| Chemicals (industrial) | 11 | 90 | 93 | 93 | + 26 | - 6 | 1,104 |
| Paints and Varnishes | 22 | 82 | 85 | 78 | + 26 | +12 | 1,609 |
| Clothing and Furnishings, except Shoes | 26 | 94 | 104 | 94 | + 13 | + 2 | 3,478 |
| Shoes and Other Footwear | 28 | 77 | 92 | 78 | + 44 | + 7 | 17,357 |
| Coal | 6 | 97 | 92 | 106 | + 18 | +12 | 1,162 |
| Drugs and Sundries (liquor excluded) | 71 | 108 | 118 | 108 | + 12 | + 8 | 13,244 |
| Dry Goods | 75 | 75 | 94 | 76 | + 30 | 0 | 25,810 |
| Total Electrical Group | 340 | 91 | 96 | 90 | +145 | + 7 | 74,473 |
| Full-line | 317 | 91 | 95 | 89 | +148 | + 7 | 72,951 |
| Wiring Supplies, Construction Materials Distributors | 19 | 89 | 94 | 92 | + 67 | + 3 | 1,122 |
| Appliances and Specialties | 4 | 145 | 123 | 133 | + 37 | + 8 | 400 |
| Dairy and Poultry Products | 15 | 194 | 229 | 220 | + 28 | +12 | 765 |
| Fresh Fruits and Vegetables | 51 | 199 | 203 | 211 | - 3 | - 5 | 1,630 |
| Farm Supplies | 13 | 110 | 134 | 140 | + 36 | +25 | 4,204 |
| Furniture and House Furnishings | 37 | 94 | 114 | 93 | + 46 | + 2 | 7,482 |
| Groceries | 419 | 162 | 174 | 161 | + 15 | 0 | 43,265 |
| Full-line wholesalers[b] | 244 | 167 | 173 | 165 | + 14 | - 1 | 21,805 |
| Voluntary-group wholesalers | 87 | 168 | 175 | 159 | + 12 | - 2 | 10,683 |
| Retailer-cooperative warehouses | 14 | 242 | 244 | 251 | + 15 | +13 | 2,208 |
| Specialty lines | 74 | 124 | 156 | 132 | + 24 | + 1 | 8,569 |
| Confectionery | 29 | 164 | 157 | 164 | + 15 | - 2 | 628 |
| Meats and Meat Products | 41 | 252 | 248 | 237 | + 43 | - 8 | 5,720 |
| Beer | 17 | 210 | 216 | 223 | + 27 | +20 | 271 |
| Wines and Liquors | 16 | 181 | 202 | 208 | - 29 | +14 | 1,278 |
| Total Hardware Group | 224 | 95 | 108 | 95 | + 59 | + 9 | 54,678 |
| General hardware | 116 | 97 | 113 | 99 | + 61 | +11 | 40,349 |
| Industrial supplies | 53 | 87 | 94 | 86 | + 53 | + 5 | 9,308 |
| Plumbing and heating supplies | 55 | 86 | 93 | 87 | + 58 | + 5 | 5,021 |
| Jewelry | 32 | 71 | 78 | 64 | + 1 | + 2 | 3,002 |
| Optical Goods | 12 | 86 | 93 | 90 | + 6 | + 5 | 271 |
| Lumber and Building Materials | 51 | 102 | 120 | 102 | +101 | + 8 | 6,378 |
| Machinery, Equipment, and Supplies, except Electrical | 36 | 76 | 96 | 87 | + 51 | +14 | 4,385 |
| Surgical, Medical, Eqpt. Supplies | 18 | 71 | 77 | 70 | + 39 | + 3 | 1,489 |
| Metals | 16 | 114 | 116 | 110 | + 44 | + 4 | 1,617 |
| Paper and Its Products | 61 | 98 | 101 | 96 | + 29 | + 2 | 8,548 |
| Petroleum | 25 | 123 | 134 | 119 | + 32 | + 1 | 611 |
| Tobacco Products | 140 | 219 | 227 | 207 | + 12 | 0 | 9,151 |
| Leather and Shoe Findings | 23 | 80 | 95 | 77 | + 16 | + 9 | 732 |
| Miscellaneous | 21 | 110 | 115 | 106 | - 4 | - 5 | 2,587 |

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[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
[b] Not affiliated with voluntary or cooperative groups.

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
APRIL 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change | | April 1947 | Percent change from 4 mos. 1946 | Four months 1947 | Number of firms reporting stocks | Percent change | | April 30, 1947 | April 1947 | April 1946 | March 1947 |
| | | April 1947 vs. April 1946 | April 1947 vs. March 1947 | (Add 000) | | (Add 000) | | April 1947 vs. April 1946 | April 1947 vs. March 1947 | (Add 000) | | | |
| New England | 164 | +24 | + 7 | $17,783 | +23 | $84,163 | 109 | +58 | 0 | $16,480 | 126 | 106 | 138 |
| Automotive Supplies | 7 | +17 | +10 | 462 | +23 | 1,813 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 4 | +19 | +38 | 806 | +16 | 2,609 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 10 | +13 | + 8 | 1,967 | + 4 | 8,368 | 9 | + 8 | - 3 | 2,593 | 154 | 158 | 178 |
| Dry Goods | 5 | -30 | -12 | 231 | -17 | 896 | 5 | +119 | + 4 | 302 | 131 | 42 | 111 |
| Electrical Group | 33 | +139 | +12 | 5,303 | +112 | 19,837 | 29 | +178 | + 6 | 5,375 | 105 | 91 | 110 |
| Fresh Fruits and Vegetables | 7 | - 23 | +18 | 345 | -18 | 1,266 | 6 | 0 | +30 | 26 | 8 | 6 | 7 |
| Groceries | 24 | - 6 | - 1 | 3,415 | - 2 | 14,993 | 11 | +23 | - 9 | 1,988 | 152 | 125 | 162 |
| Confectionery | 4 | +18 | + 3 | 100 | + 9 | 347 | d | d | d | d | d | d | d |
| Industrial Supplies | 4 | +29 | + 5 | 387 | +28 | 2,471 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 7 | +35 | +10 | 310 | +50 | 1,126 | d | d | d | d | d | d | d |
| Metals | 4 | +19 | - 6 | 93 | +50 | 1,295 | d | d | d | d | d | d | d |
| Paper and its Products | 4 | +29 | + 3 | 301 | +24 | 1,232 | d | d | d | d | d | d | d |
| Tobacco Products | 16 | +14 | + 7 | 1,208 | 0 | 7,539 | 7 | +98 | - 2 | 248 | 42 | 23 | 45 |
| Middle Atlantic | 546 | +17 | + 1 | 87,836 | +17 | 381,369 | 338 | +66 | + 1 | 65,008 | 118 | 88 | 118 |
| Automotive Supplies | 32 | +11 | + 9 | 885 | +14 | 4,114 | 25 | +70 | +15 | 1,222 | 217 | 155 | 213 |
| Paints and Varnishes | 4 | + 8 | +33 | 124 | +13 | 381 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 10 | +16 | - 4 | 3,703 | +48 | 14,935 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | -12 | -15 | 964 | - 8 | 3,913 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 22 | + 4 | 0 | 5,980 | + 4 | 24,258 | 16 | +14 | - 2 | 5,726 | 154 | 138 | 157 |
| Dry Goods | 31 | + 6 | -11 | 5,739 | +16 | 25,662 | 16 | +74 | +10 | 5,054 | 167 | 105 | 138 |
| Electrical Group | 61 | +144 | + 8 | 13,115 | +126 | 46,732 | 58 | +190 | + 6 | 13,625 | 105 | 89 | 107 |
| Dairy and Poultry Products | 5 | - 2 | -16 | 718 | +40 | 11,103 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 16 | -10 | +23 | 1,375 | - 6 | 5,629 | 9 | -10 | +27 | 52 | 9 | 9 | 10 |
| Furniture and House Furnishings | 12 | +33 | + 2 | 1,744 | +34 | 7,298 | 6 | +17 | - 2 | 584 | 53 | 55 | 51 |
| Groceries | 85 | - 2 | - 5 | 15,545 | + 3 | 66,565 | 37 | +41 | - 9 | 8,020 | 132 | 97 | 140 |
| Confectionery | 8 | + 2 | 0 | 319 | + 8 | 1,415 | 4 | +16 | - 5 | 163 | 71 | 61 | 79 |
| Meats and Meat Products | 11 | +51 | + 6 | 4,148 | +37 | 15,465 | 11 | +63 | - 5 | 2,095 | 51 | 47 | 56 |
| Beer | 13 | +42 | +19 | 379 | + 5 | 1,215 | d | d | d | d | d | d | d |
| General Hardware | 24 | +24 | + 9 | 6,944 | +31 | 23,675 | 14 | +63 | + 3 | 6,162 | 151 | 124 | 157 |
| Industrial Supplies | 20 | +37 | +14 | 2,201 | +50 | 9,522 | 14 | +32 | + 3 | 2,106 | 157 | 173 | 164 |
| Plumbing and Heating Supplies | 18 | +35 | + 9 | 1,242 | +47 | 5,438 | 6 | +84 | - 1 | 359 | 161 | 119 | 200 |
| Jewelry | 10 | -10 | + 4 | 561 | -20 | 1,849 | 4 | +47 | + 2 | 813 | 233 | 150 | 247 |
| Optical Goods | 4 | - 6 | + 6 | 120 | - 2 | 509 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 12 | +40 | - 8 | 983 | +53 | 7.197 | 4 | +49 | -15 | 162 | 50 | 50 | 61 |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | +26 | - 3 | 655 | +31 | 2,669 | d | d | d | d | d | d | d |
| Surgical, Medical, Eqpt. Supplies | 6 | +33 | - 1 | 227 | +21 | 858 | 5 | +31 | + 3 | 333 | 221 | 241 | 211 |
| Paper and its Products | 22 | +22 | - 6 | 2,683 | +33 | 10,369 | 13 | +26 | + 6 | 1,048 | 68 | 64 | 59 |
| Petroleum | 23 | +18 | +16 | 759 | +19 | 2,721 | d | d | d | d | d | d | d |
| Tobacco Products | 56 | + 7 | + 3 | 12,185 | +11 | 43,961 | 35 | +21 | - 3 | 6,084 | 63 | 56 | 66 |
| Leather and Shoe Findings | 8 | -12 | +28 | 68 | -16 | 308 | d | d | d | d | d | d | d |

(Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change | | April 1947 (Add 000) | Percent change from 4 mos. 1946 | Four months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | April 30, 1947 (Add 000) | April 1947 | April 1946 | March 1947 |
| | | April 1947 vs. April 1946 | April 1947 vs. March 1947 | | | | | April 1947 vs. April 1946 | April 1947 vs. March 1947 | | | | |
| East North Central | 517 | + 30 | + 7 | $ 83,521 | + 28 | $ 340,374 | 352 | + 69 | 0 | $ 78,594 | 126 | 101 | 135 |
| Automotive Supplies | 50 | + 18 | + 2 | 2,864 | + 20 | 10,741 | 37 | + 66 | 0 | 2,928 | 144 | 99 | 151 |
| Paints and Varnishes | 7 | + 19 | + 1 | 640 | + 31 | 2,460 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 6 | - 11 | +29 | 216 | - 26 | 866 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 21 | + 16 | + 4 | 6,120 | + 10 | 25,960 | 16 | + 21 | - 3 | 6,977 | 149 | 144 | 160 |
| Dry Goods | 7 | - 7 | - 4 | 1,416 | + 4 | 5,968 | 6 | + 64 | + 9 | 1,836 | 140 | 78 | 121 |
| Electrical Group | 63 | +143 | +16 | 17,352 | +122 | 64,272 | 59 | +198 | + 3 | 17,619 | 104 | 85 | 117 |
| Dairy and Poultry Products | 9 | + 46 | -13 | 556 | + 43 | 3,273 | 5 | + 33 | +20 | 48 | 13 | 14 | 11 |
| Fresh Fruits and Vegetables | 16 | - 7 | +23 | 1,232 | - 2 | 4,240 | 11 | + 30 | + 2 | 293 | 41 | 31 | 43 |
| Farm Supplies | 6 | + 17 | - 4 | 846 | - 4 | 2,988 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 5 | + 13 | + 6 | 808 | + 25 | 3,363 | 4 | + 77 | -17 | 431 | 61 | 42 | 83 |
| Groceries | 108 | + 9 | + 4 | 17,918 | + 7 | 71,259 | 83 | + 45 | - 3 | 21,445 | 160 | 121 | 172 |
| Confectionery | 7 | + 1 | + 3 | 267 | + 7 | 1,084 | d | d | d | d | d | d | d |
| Meats and Meat Products | 15 | + 45 | - 5 | 6,257 | + 51 | 26,941 | 12 | + 64 | + 7 | 3,849 | 78 | 72 | 70 |
| Beer | 13 | + 48 | +18 | 580 | + 11 | 2,031 | 7 | +110 | + 2 | 130 | 44 | 26 | 47 |
| Wines and Liquors | 9 | - 20 | +18 | 823 | - 29 | 3,611 | 9 | + 31 | - 4 | 1,534 | 186 | 114 | 231 |
| General Hardware | 15 | + 33 | + 8 | 7,254 | + 41 | 31,608 | 13 | + 74 | 0 | 11,057 | 158 | 121 | 169 |
| Industrial Supplies | 8 | + 19 | - 8 | 817 | + 35 | 3,623 | 5 | + 51 | + 4 | 283 | 139 | 116 | 137 |
| Plumbing and Heating Supplies | 12 | + 41 | + 8 | 1,135 | + 44 | 4,195 | 9 | + 72 | + 1 | 1,240 | 185 | 135 | 195 |
| Jewelry | 14 | - 22 | -10 | 767 | - 20 | 2,783 | 5 | + 7 | +13 | 708 | 233 | 133 | 177 |
| Lumber and Building Materials | 12 | + 35 | + 6 | 1,180 | + 47 | 4,056 | 7 | +201 | + 7 | 475 | 77 | 36 | 84 |
| Machinery, Eqpt., and Supplies, except Electrical | 10 | + 37 | +23 | 974 | + 34 | 3,868 | 6 | + 41 | - 3 | 433 | 83 | 80 | 128 |
| Surgical, Medical Eqpt. Supplies | 5 | + 52 | +10 | 563 | + 34 | 4,397 | 4 | + 68 | + 6 | 492 | 88 | 80 | 92 |
| Metals | 5 | + 25 | + 1 | 750 | + 34 | 2,763 | d | d | d | d | d | d | d |
| Paper and Its Products | 22 | + 27 | +10 | 4,742 | + 31 | 17,334 | 10 | + 37 | - 1 | 1,423 | 82 | 79 | 95 |
| Tobacco Products | 48 | + 2 | + 7 | 6,163 | + 4 | 25,367 | 19 | + 37 | - 9 | 1,441 | 57 | 42 | 66 |
| Leather and Shoe Findings | 9 | - 18 | +16 | 149 | - 15 | 555 | d | d | d | d | d | d | d |
| West North Central | 274 | + 23 | - 1 | 57,141 | + 26 | 260,166 | 215 | + 50 | - 2 | 68,718 | 144 | 119 | 150 |
| Automotive Supplies | 28 | + 34 | + 9 | 2,704 | + 23 | 11,456 | 22 | + 97 | - 3 | 3,155 | 238 | 176 | 260 |
| Drugs and Sundries (liquor excluded) | 16 | + 10 | - 4 | 4,440 | + 9 | 18,673 | 14 | + 4 | - 1 | 6,378 | 168 | 177 | 165 |
| Dry Goods | 5 | - 15 | - 6 | 6,980 | + 5 | 28,835 | 5 | + 35 | + 2 | 12,926 | 185 | 116 | 171 |
| Electrical Group | 36 | +134 | +14 | 8,953 | +116 | 31,420 | 37 | +203 | + 6 | 8,722 | 97 | 75 | 105 |
| Fresh Fruits and Vegetables | 7 | + 1 | -10 | 369 | + 4 | 2,175 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 4 | + 18 | +16 | 2,327 | + 48 | 17,613 | d | d | d | d | d | d | d |
| Groceries | 63 | + 9 | + 5 | 8,799 | + 4 | 44,581 | 49 | + 44 | -10 | 13,103 | 189 | 136 | 218 |
| Confectionery | 5 | + 11 | + 5 | 349 | + 12 | 1,294 | 5 | + 44 | +15 | 164 | 47 | 36 | 43 |
| Beer | 4 | + 62 | -11 | 47 | + 21 | 1,057 | d | d | d | d | d | d | d |
| General Hardware | 16 | + 42 | + 1 | 10,797 | + 48 | 40,356 | 15 | + 48 | - 3 | 15,017 | 144 | 139 | 151 |
| Industrial Supplies | 6 | + 34 | + 5 | 568 | + 27 | 2,233 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 8 | + 23 | + 4 | 950 | + 47 | 4,922 | 5 | + 87 | +14 | 601 | 152 | 104 | 116 |
| Jewelry | 4 | + 2 | - 4 | 64 | - 5 | 206 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | + 42 | + 7 | 440 | + 54 | 1,542 | d | d | d | d | d | d | d |
| Paper and Its Products | 6 | + 5 | - 4 | 379 | + 16 | 1,220 | d | d | d | d | d | d | d |
| Tobacco Products | 27 | + 11 | - 8 | 2,790 | + 7 | 8,938 | 19 | + 61 | - 2 | 1,229 | 71 | 50 | 67 |
| Leather and Shoe Findings | 6 | - 15 | + 9 | 81 | - 11 | 289 | d | d | d | d | d | d | d |

(Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

APRIL 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE a | | INVENTORY- END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS b | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales c | Percent change | | April 1947 | Percent change from 4 mos. 1946 | Four months 1947 | Number of firms reporting stocks | Percent change | | April 30, 1947 | April 1947 | April 1946 | March 1947 |
| | | April 1947 vs. April 1946 | April 1947 vs. March 1947 | (Add 000) | | (Add 000) | | April 1947 vs. April 1946 | April 1947 vs. March 1947 | (Add 000) | | | |
| South Atlantic | 358 | + 31 | + 1 | $45,137 | + 29 | $190,999 | 229 | + 85 | + 6 | $43,786 | 133 | 98 | 128 |
| Automotive Supplies | 19 | + 11 | + 4 | 873 | + 8 | 4,365 | 13 | +112 | + 4 | 1,025 | 211 | 105 | 207 |
| Clothing and Furnishings, except Shoes | 5 | - 30 | - 5 | 181 | - 26 | 739 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 5 | + 2 | -12 | 2,252 | + 16 | 9,626 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 22 | + 14 | - 1 | 3,894 | + 11 | 17,728 | 14 | + 15 | - 2 | 4,985 | 193 | 192 | 196 |
| Dry Goods | 9 | + 12 | - 1 | 1,917 | + 13 | 7,506 | 6 | +111 | +15 | 3,568 | 267 | 146 | 234 |
| Electrical Group | 55 | +161 | + 9 | 10,847 | +128 | 41,187 | 53 | +206 | +11 | 12,439 | 118 | 101 | 115 |
| Fresh Fruits and Vegetables | 10 | - 6 | + 3 | 690 | - 1 | 2,772 | 5 | 0 | -10 | 69 | 19 | 17 | 23 |
| Furniture and House Furnishings | 4 | + 43 | -16 | 468 | + 43 | 2,181 | d | d | d | d | d | d | d |
| Groceries | 101 | + 20 | - 1 | 10,432 | + 15 | 46,621 | 48 | + 46 | - 3 | 5,980 | 112 | 92 | 118 |
| Confectionery | 16 | + 12 | - 7 | 489 | + 19 | 1,917 | 9 | + 52 | + 1 | 342 | 85 | 63 | 78 |
| Meat and Meat Products | 5 | - 6 | -23 | 968 | + 17 | 4,512 | 4 | + 9 | -35 | 467 | 48 | 42 | 28 |
| Beer | 6 | + 3 | +12 | 350 | - 19 | 1,273 | 4 | + 16 | - 4 | 108 | 41 | 33 | 49 |
| General Hardware | 22 | + 32 | 0 | 3,834 | + 32 | 15,991 | 16 | +110 | +11 | 4,563 | 153 | 98 | 137 |
| Industrial Supplies | 8 | + 75 | + 9 | 1,049 | + 46 | 4,111 | 5 | + 68 | + 1 | 1,184 | 133 | 141 | 146 |
| Lumber and Building Materials | 9 | + 43 | +20 | 1,224 | + 60 | 3,830 | 4 | + 90 | - 3 | 640 | 121 | 90 | 157 |
| Machinery, Eqpt., and Supplies, except Electrical | 8 | + 43 | +20 | 288 | + 30 | 1,202 | 7 | + 75 | 0 | 295 | 172 | 129 | 214 |
| Paper and Its Products | 7 | + 45 | +14 | 750 | + 29 | 2,841 | d | d | d | d | d | d | d |
| Tobacco Products | 17 | + 11 | +11 | 2,038 | + 6 | 8,360 | 10 | + 29 | - 5 | 694 | 50 | 44 | 58 |
| East South Central | 139 | + 27 | + 2 | 21,546 | + 27 | 88,894 | 88 | + 69 | + 3 | 20,637 | 136 | 104 | 134 |
| Drugs and Sundries (liquor excluded) | 11 | + 15 | - 2 | 2,536 | + 9 | 11,068 | d | d | d | d | d | d | d |
| Dry Goods | 9 | - 13 | - 3 | 1,548 | - 2 | 6,805 | 5 | + 37 | + 9 | 1,960 | 178 | 123 | 163 |
| Electrical Group | 18 | +118 | +18 | 3,313 | + 99 | 11,582 | 17 | +246 | + 7 | 3,882 | 120 | 76 | 134 |
| Fresh Fruits and Vegetables | 5 | - 49 | -38 | 99 | - 19 | 639 | d | d | d | d | d | d | d |
| Groceries | 35 | + 17 | - 6 | 4,342 | + 15 | 17,067 | 21 | + 69 | - 5 | 3,944 | 138 | 96 | 135 |
| Confectionery | 7 | + 19 | - 9 | 285 | + 12 | 1,353 | d | d | d | d | d | d | d |
| Beer | 4 | + 35 | +33 | 69 | - 1 | 268 | 4 | +103 | +17 | 63 | 91 | 61 | 129 |
| General Hardware | 13 | + 41 | + 3 | 4,516 | + 41 | 15,790 | 6 | + 94 | + 2 | 3,502 | 154 | 112 | 152 |
| Tobacco Products | 6 | + 18 | +24 | 726 | + 8 | 2,798 | d | d | d | d | d | d | d |
| West South Central | 252 | + 23 | + 1 | 43,216 | + 24 | 166,269 | 183 | + 71 | + 1 | 51,470 | 153 | 111 | 153 |
| Automotive Supplies | 15 | + 9 | +10 | 978 | - 1 | 3,543 | 11 | +121 | + 4 | 1,347 | 175 | 86 | 181 |
| Drugs and Sundries (liquor excluded) | 18 | + 11 | - 2 | 4,428 | + 7 | 17,272 | 14 | + 16 | - 5 | 7,039 | 197 | 188 | 203 |
| Dry Goods | 5 | - 28 | 0 | 725 | - 20 | 2,865 | 4 | + 35 | +14 | 1,013 | 217 | 112 | 194 |
| Electrical Group | 42 | +149 | +18 | 7,577 | +116 | 24,123 | 39 | +285 | + 6 | 7,694 | 103 | 68 | 115 |
| Furniture and House Furnishings | 4 | + 59 | +12 | 622 | + 42 | 1,489 | d | d | d | d | d | d | d |
| Groceries | 97 | + 13 | - 7 | 13,022 | + 16 | 52,707 | 66 | + 48 | - 3 | 12,457 | 130 | 99 | 126 |
| Confectionery | 4 | + 19 | -21 | 123 | + 62 | 570 | d | d | d | d | d | d | d |
| General Hardware | 18 | + 28 | + 3 | 5,148 | + 33 | 20,754 | 12 | +110 | + 6 | 7,489 | 225 | 133 | 227 |
| Industrial Supplies | 5 | + 27 | + 4 | 2,600 | + 44 | 10,893 | 4 | + 59 | + 5 | 4,664 | 264 | 204 | 265 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | + 33 | - 1 | 1,411 | + 31 | 5,494 | d | d | d | d | d | d | d |
| Tobacco Products | 12 | + 26 | + 5 | 1,933 | + 28 | 5,741 | 4 | - 8 | + 1 | 381 | 76 | 86 | 79 |

(Continued on next page)

39421

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

### APRIL 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE a | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS b | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales c | Percent change | | April 1947 | Percent change from 4 mos. 1946 | Four months 1947 | Number of firms reporting stocks | Percent change | | April 30, 1947 | April 1947 | April 1946 | March 1947 |
| | | April 1947 vs. April 1946 | April 1947 vs. March 1947 | (Add 000) | | (Add 000) | | April 1947 vs. April 1946 | April 1947 vs. March 1947 | (Add 000) | | | |
| Mountain | 118 | + 36 | + 4 | $16,738 | + 34 | $66,663 | 88 | + 87 | + 3 | $19,715 | 154 | 112 | 154 |
| Automotive Supplies | 11 | + 28 | + 4 | 720 | + 31 | 3,457 | 5 | + 54 | + 3 | 344 | 222 | 175 | 275 |
| Drugs and Sundries (liquor excluded) | 14 | + 16 | - 1 | 1,960 | + 23 | 7,268 | 9 | + 22 | - 1 | 2,902 | 191 | 176 | 188 |
| Electrical Group | 15 | +147 | + 13 | 2,910 | +111 | 10,128 | 14 | +285 | + 18 | 3,670 | 131 | 88 | 125 |
| Groceries | 22 | + 11 | - 1 | 2,743 | + 15. | 12,624 | 19 | + 48 | - 2 | 4,036 | 161 | 120 | 162 |
| General Hardware | 7 | + 41 | + 2 | 2,033 | + 48 | 7,260 | 5 | +141 | + 10 | 2,059 | 201 | 109 | 179 |
| Lumber and Building Materials | 4 | +120 | + 12 | 1,642 | + 93 | 5,587 | d | d | d | d | d | d | d |
| Tobacco Products | 9 | - 14 | - 6 | 696 | - 3 | 2,156 | 6 | + 37 | - 6 | 273 | 119 | 46 | 104 |
| Pacific | 294 | + 21 | + 2 | 59,217 | + 23 | 255,005 | 186 | + 74 | + 2 | 73,235 | 177 | 126 | 178 |
| Automotive Supplies | 60 | + 18 | + 4 | 3,193 | + 20 | 12,791 | 29 | + 57 | 0 | 3,225 | 203 | 171 | 211 |
| Clothing and Furnishings, except Shoes | 4 | + 16 | + 10 | 102 | + 9 | 677 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | + 22 | - 6 | 407 | + 37 | 1,704 | 5 | +158 | + 12 | 827 | 219 | 105 | 183 |
| Drugs and Sundries (liquor excluded) | 15 | - 1 | + 4 | 5,862 | + 1 | 21,456 | 12 | + 3 | - 8 | 7,317 | 167 | 159 | 192 |
| Dry Goods | 9 | + 15 | - 1 | 1,908 | + 29 | 7,038 | d | d | d | d | d | d | d |
| Electrical Group | 32 | +149 | + 8 | 10,077 | +113 | 40,320 | 32 | +211 | + 7 | 14,643 | 145 | 116 | 146 |
| Furniture and House Furnishings | 9 | + 1 | + 9 | 1,635 | + 50 | 9,688 | 6 | +106 | + 9 | 4,524 | 295 | 146 | 299 |
| Groceries | 39 | - 5 | - 7 | 11,775 | + 2 | 63,543 | 22 | + 65 | + 7 | 12,789 | 183 | 97 | 156 |
| Confectionery | 4 | + 7 | + 2 | 62 | - 10 | 752 | d | d | d | d | d | d | d |
| Meats and Meat Products | 4 | + 55 | + 12 | 1,423 | + 46 | 7,390 | 4 | + 40 | - 4 | 395 | 28 | 31 | 33 |
| Beer | 5 | + 19 | + 17 | 235 | - 16 | 817 | d | d | d | d | d | d | d |
| General Hardware | 12 | + 36 | + 7 | 6,955 | + 37 | 28,606 | 8 | + 78 | + 2 | 10,001 | 215 | 179 | 228 |
| Industrial Supplies | 6 | + 30 | - 3 | 1,995 | + 23 | 6,056 | 4 | + 70 | 0 | 3,966 | 228 | 175 | 216 |
| Plumbing and Heating Supplies | 4 | + 18 | + 4 | 911 | + 64 | 3,543 | d | d | d | d | d | d | d |
| Jewelry | 6 | - 10 | + 9 | 770 | - 14 | 2,773 | 5 | + 45 | + 3 | 2,508 | 342 | 217 | 374 |
| Lumber and Building Materials | 11 | + 46 | + 1 | 1,604 | + 66 | 5,722 | 9 | +159 | + 19 | 1,159 | 100 | 58 | 86 |
| Machinery, Eqpt., and Supplies, except Electrical | 10 | + 15 | - 9 | 994 | + 36 | 4,020 | 6 | + 80 | - 2 | 965 | 192 | 111 | 169 |
| Tobacco Products | 22 | + 5 | + 8 | 2,642 | - 1 | 9,523 | 11 | + 38 | - 2 | 438 | 53 | 40 | 58 |
| Leather and Shoe Findings | 6 | + 14 | + 6 | 328 | + 10 | 1,160 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.

States Comprising Geographic Divisions:
New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

MONTHLY
# WHOLESALE TRADE
REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*

BUREAU OF THE CENSUS
J. C. CAPT, *Director*

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## May 1947

For Release
July 7, 1947

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UNIVERSITY OF ILLINOIS

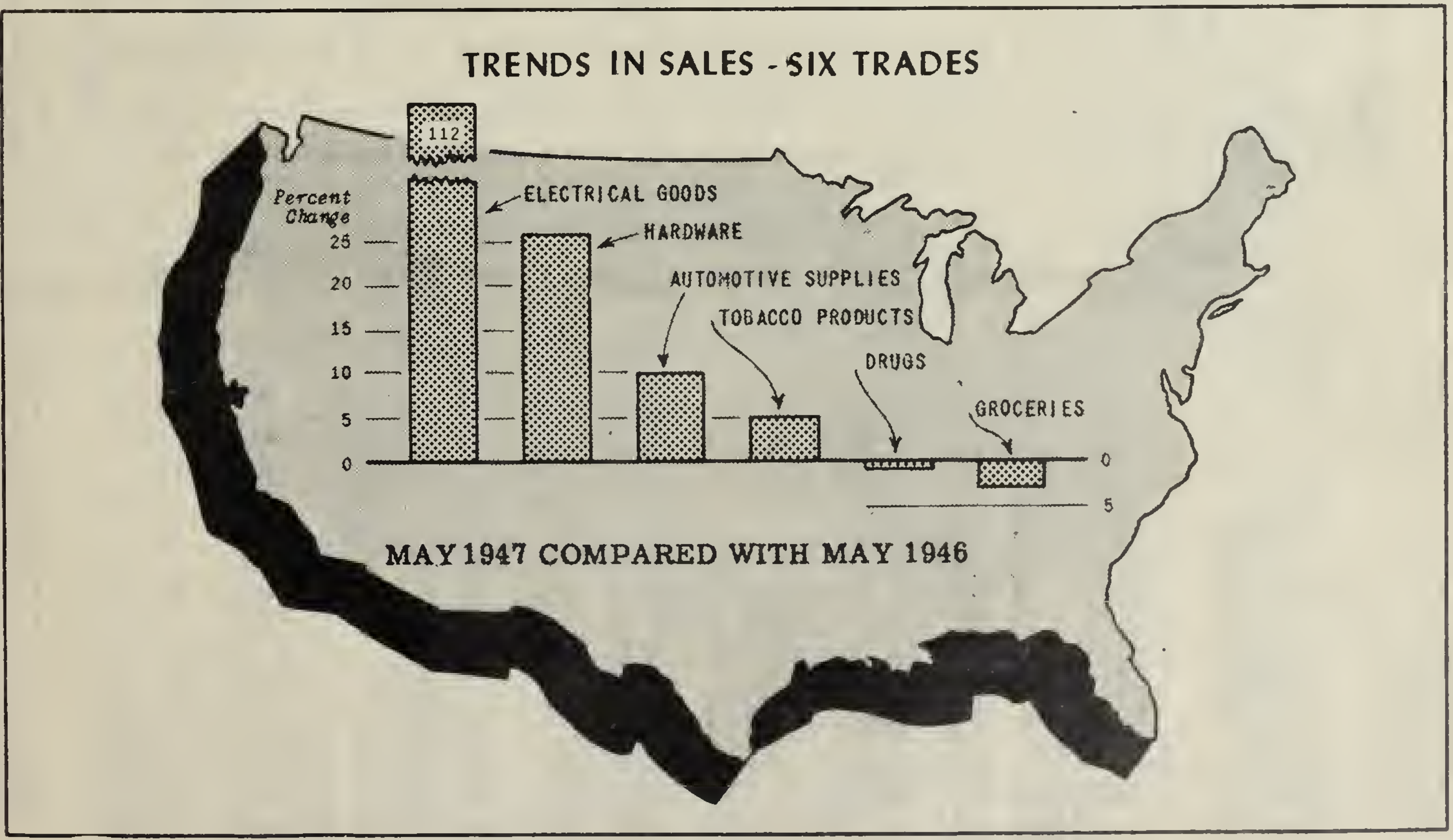
Data contained herein were compiled from confidential reports to the Bureau of the Census by 2,974 merchant wholesalers representing all parts of the country.

May sales were up 19 percent over May of last year but showed little change (down 2 percent) from April of this year. Dollar sales, all trades combined, for the first five months of this year were up 25 percent over the first five months of last year.

Trades showing the largest increase of dollar volume over May of last year included electrical goods, sales up 112 percent; meats, up 66 percent; machinery and equipment, up 39 percent; and lumber and building materials, up 38 percent. Of the 37 trades for which data are shown separately in the accompanying tables, 25 recorded sales increases, 11 reported smaller dollar volume in May compared with a year ago, while one (full-line grocery wholesalers) reported no change.

Inventories, valued at cost, were up 64 percent over May 31 of last year but they registered little or no change from April 30 of this year. Number of days' supply of merchandise on hand has been on the increase for the past two years but it is still below pre-war levels for most lines of trade.

Beginning-of-April accounts receivable derived from sales of merchandise were 49 percent above a year earlier, and up two percent over the beginning of April this year. With accounts receivable increasing at a more rapid rate than dollar sales, the credit period increased from an average of about three weeks in May of last year to three and a half or four weeks this year. The credit period, however, is still considerably shorter than before the war for most lines of trade.



TRENDS IN SALES - SIX TRADES

MAY 1947 COMPARED WITH MAY 1946

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

37P49

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

# WHOLESALERS' SALES AND INVENTORIES

MAY 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH |  |  |  | SALES—YEAR-TO-DATE [a] |  | INVENTORY—END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS [b] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales [c] | Percent change: May 1947 vs. May 1946 | Percent change: May 1947 vs. April 1947 | May 1947 (Add 000) | Percent change From 5 Mos. 1946 | Five months 1947 (Add 000) | Number of firms reporting stocks | Percent change: May 1947 vs. May 1946 | Percent change: May 1947 vs. April 1947 | May 31, 1947 (Add 000) | May 1947 | May 1946 | April 1947 |
| UNITED STATES | 2,974 | + 19 | – 2 | $455,263 | + 25 | $2,537,626 | 2,004 | + 64 | 0 | $454,362 | 136 | 103 | 133 |
| Automotive Supplies | 245 | + 10 | – 4 | 16,312 | + 14 | 85,910 | 148 | + 72 | 0 | 14,641 | 214 | 140 | 119 |
| Chemicals (industrial) | 15 | + 6 | –19 | 1,513 | + 39 | 9,443 | 9 | + 54 | + 9 | 443 | 51 | 39 | 39 |
| Paints and Varnishes | 23 | + 10 | + 4 | 1,812 | + 53 | 31,924 | 12 | + 56 | + 2 | 1,020 | 113 | 79 | 104 |
| Clothing and Furnishings, except Shoes | 29 | + 4 | – 6 | 3,510 | + 22 | 22,796 | 12 | + 99 | – 1 | 704 | 131 | 62 | 127 |
| Shoes and Other Footwear | 28 | + 1 | –16 | 10,771 | + 21 | 104,477 | 18 | + 59 | +21 | 7,135 | 75 | 48 | 52 |
| Drugs and Sundries (liquor excluded) | 153 | – 1 | – 9 | 35,427 | + 8 | 191,624 | 115 | + 10 | – 3 | 47,038 | 177 | 160 | 166 |
| Dry Goods | 85 | – 14 | – 4 | 20,298 | + 3 | 108,262 | 51 | + 39 | – 2 | 28,465 | 185 | 116 | 190 |
| Total Electrical Group | 568 | +112 | 0 | 101,814 | +116 | 397,458 | 489 | +167 | + 5 | 109,685 | 114 | 92 | 106 |
| Full-line | 356 | +122 | 0 | 81,428 | +121 | 359,573 | 346 | +179 | + 6 | 94,624 | 118 | 94 | 111 |
| Wiring Supplies, Construction Materials Distributors | 127 | + 54 | + 2 | 7,557 | + 60 | 21,096 | 80 | + 98 | + 4 | 5,732 | 106 | 85 | 104 |
| Appliances and Specialties | 85 | + 98 | + 5 | 12,829 | + 98 | 16,789 | 63 | +119 | + 5 | 9,329 | 88 | 82 | 87 |
| Dairy and Poultry Products | 23 | + 25 | + 1 | 2,749 | + 36 | 24,777 | 13 | – 10 | – 7 | 574 | 33 | 45 | 36 |
| Fresh Fruits and Vegetables | 69 | – 4 | +19 | 7,425 | – 1 | 34,445 | 43 | + 25 | –13 | 871 | 17 | 13 | 23 |
| Farm Supplies | 17 | + 30 | – 9 | 2,136 | + 24 | 26,140 | 11 | + 42 | –15 | 832 | 35 | 70 | 68 |
| Furniture and House Furnishings | 48 | + 26 | – 2 | 9,753 | + 41 | 59,062 | 29 | + 83 | 0 | 10,278 | 131 | 89 | 124 |
| Groceries | 576 | – 3 | – 5 | 82,587 | + 6 | 491,361 | 357 | + 46 | – 6 | 80,013 | 155 | 106 | 156 |
| Full-line wholesalers [d] | 329 | 0 | – 4 | 39,088 | + 6 | 234,822 | 206 | + 47 | – 6 | 38,354 | 152 | 102 | 157 |
| Voluntary-group wholesalers | 129 | – 7 | – 5 | 27,637 | + 5 | 158,406 | 89 | + 40 | – 6 | 28,028 | 163 | 115 | 161 |
| Retailer-cooperative warehouses | 19 | – 2 | – 6 | 5,628 | + 5 | 30,142 | 11 | + 87 | – 4 | 4,892 | 149 | 85 | 145 |
| Specialty lines | 99 | – 3 | – 4 | 10,234 | + 6 | 67,991 | 51 | + 38 | – 4 | 8,739 | 145 | 105 | 146 |
| Confectionery | 54 | + 9 | + 6 | 2,269 | + 11 | 11,142 | 32 | + 53 | + 3 | 1,173 | 72 | 52 | 73 |
| Meats and Meat Products | 44 | + 66 | +11 | 17,123 | + 69 | 159,779 | 36 | + 69 | – 3 | 8,060 | 64 | 57 | 66 |
| Beer | 45 | + 17 | – 1 | 1,832 | + 6 | 9,342 | 32 | + 78 | +10 | 577 | 48 | 33 | 46 |
| Wines and Liquors | 25 | – 30 | – 2 | 4,375 | – 21 | 49,604 | 21 | + 66 | – 8 | 7,656 | 179 | 76 | 192 |
| Liquor Department of Other Trades [e] | 45 | – 37 | –10 | 7,392 | – 31 | 40,477 | 45 | + 85 | – 9 | 24,983 | 338 | 116 | 336 |
| Total Hardware Group | 250 | + 26 | – 4 | 53,310 | + 37 | 315,704 | 169 | + 65 | + 1 | 70,929 | 180 | 138 | 171 |
| General hardware | 118 | + 24 | – 6 | 38,248 | + 36 | 234,261 | 88 | + 65 | 0 | 54,466 | 179 | 136 | 167 |
| Industrial supplies | 68 | + 29 | + 1 | 9,084 | + 36 | 52,438 | 46 | + 50 | + 4 | 12,061 | 197 | 167 | 199 |
| Plumbing and heating supplies | 64 | + 32 | + 3 | 5,978 | + 46 | 29,005 | 35 | +113 | + 4 | 4,402 | 152 | 99 | 153 |
| Jewelry | 38 | – 24 | – 3 | 2,130 | – 19 | 11,719 | 20 | + 3 | – 5 | 2,592 | 234 | 159 | 239 |
| Optical Goods | 15 | – 10 | –12 | 247 | – 2 | 1,286 | 8 | – 10 | – 7 | 125 | 142 | 134 | 123 |
| Lumber and Building Materials | 59 | + 38 | – 9 | 8,544 | + 61 | 44,441 | 31 | +135 | + 2 | 3,802 | 85 | 48 | 75 |
| Machinery, Eqpt., and Supplies, except Electrical | 63 | + 39 | + 5 | 5,468 | + 35 | 28,912 | 37 | + 46 | + 2 | 6,238 | 151 | 149 | 154 |
| Surgical, Medical, Eqpt, Supplies | 21 | + 35 | – 4 | 2,251 | + 31 | 10,725 | 16 | + 52 | + 2 | 2,238 | 111 | 101 | 105 |
| Metals | 20 | + 4 | – 8 | 3,116 | + 20 | 20,164 | 12 | + 61 | + 6 | 4,191 | 206 | 136 | 177 |
| Paper and Its Products | 70 | + 11 | – 3 | 9,028 | + 24 | 47,544 | 35 | + 33 | + 4 | 4,576 | 110 | 100 | 102 |
| Petroleum | 29 | + 13 | – 3 | 952 | + 18 | 4,560 | 27 | + 26 | + 5 | 601 | 69 | 62 | 63 |
| Tobacco Products | 273 | + 5 | + 5 | 36,289 | + 6 | 155,796 | 149 | + 19 | + 1 | 11,500 | 53 | 48 | 56 |
| Leather and Shoe Findings | 33 | – 9 | – 2 | 676 | – 5 | 3,561 | 15 | + 33 | 0 | 1,029 | 303 | 221 | 302 |
| Miscellaneous | 21 | + 71 | + 7 | 4,154 | + 24 | 35,191 | 12 | + 60 | +33 | 2,393 | 88 | 97 | 69 |

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a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business) for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Not affiliated with voluntary or cooperative groups.

e Chiefly of the Wholesale Drug Trade.

# WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

MAY 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES [a] | | | ACCOUNTS RECEIVABLE | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | As of May 1 1947 |
| | | May 1947 | May 1946 | April 1947 | May 1947 vs. May 1946 | May 1947 vs. April 1947 | (Add 000) |
| UNITED STATES | 2,291 | 112 | 126 | 109 | + 49 | + 2 | $330,475 |
| Automotive Supplies | 182 | 93 | 100 | 93 | + 28 | + 4 | 9,183 |
| Chemicals (industrial) | 14 | 83 | 94 | 87 | + 40 | + 3 | 1,983 |
| Paints and Varnishes | 21 | 80 | 86 | 81 | + 31 | + 7 | 1,615 |
| Clothing and Furnishings, except Shoes | 25 | 103 | 123 | 107 | + 26 | – 4 | 3,378 |
| Shoes and Other Footwear | 25 | 76 | 89 | 77 | + 31 | – 3 | 16,158 |
| Drugs and Sundries (liquor excluded) | 75 | 107 | 116 | 107 | + 9 | – 2 | 14,267 |
| Dry Goods | 76 | 75 | 94 | 74 | + 19 | – 4 | 25,098 |
| Total Electrical Group | 518 | 96 | 100 | 93 | +142 | + 8 | 98,817 |
| Full-line | 342 | 93 | 97 | 91 | +151 | + 9 | 82,878 |
| Wiring Supplies, Construction Materials Distributors | 106 | 94 | 95 | 89 | + 75 | + 4 | 6,964 |
| Appliances and Specialties | 70 | 118 | 129 | 112 | +131 | + 3 | 8,975 |
| Dairy and Poultry Products | 16 | 209 | 226 | 204 | + 21 | – 4 | 796 |
| Fresh Fruits and Vegetables | 51 | 200 | 220 | 190 | + 4 | + 8 | 1,747 |
| Farm Supplies | 12 | 165 | 161 | 152 | + 49 | – 6 | 772 |
| Furniture and House Furnishings | 40 | 89 | 118 | 94 | + 69 | + 4 | 9,617 |
| Groceries | 425 | 189 | 184 | 167 | + 10 | – 5 | 39,263 |
| Full-line wholesalers[b] | 240 | 175 | 191 | 177 | + 10 | – 4 | 17,491 |
| Voluntary-group wholesalers | 95 | 234 | 176 | 167 | + 8 | – 2 | 13,209 |
| Retailer-cooperative warehouses | 14 | 232 | 277 | 238 | + 15 | – 6 | 2,079 |
| Specialty lines | 76 | 122 | 152 | 121 | + 16 | – 12 | 6,484 |
| Confectionery | 25 | 148 | 149 | 150 | + 15 | – 2 | 583 |
| Meats and Meat Products | 41 | 282 | 275 | 263 | +149 | – 5 | 5,246 |
| Beer | 18 | 179 | 187 | 170 | + 10 | – 4 | 433 |
| Wines and Liquors | 18 | 214 | 201 | 169 | – 39 | – 22 | 1,112 |
| Total Hardware Group | 228 | 96 | 108 | 93 | + 48 | + 4 | 51,912 |
| General hardware | 111 | 98 | 113 | 95 | + 48 | + 3 | 37,987 |
| Industrial Supplies | 58 | 91 | 99 | 92 | + 46 | + 6 | 7,846 |
| Plumbing and Heating supplies | 59 | 84 | 93 | 84 | + 48 | + 5 | 6,079 |
| Jewelry | 30 | 68 | 81 | 70 | – 11 | + 1 | 2,285 |
| Optical Goods | 12 | 99 | 94 | 91 | – 4 | – 3 | 279 |
| Lumber and Building Materials | 54 | 110 | 128 | 109 | + 80 | + 4 | 7,903 |
| Machinery, Equipment, and Supplies, except Electrical | 40 | 77 | 86 | 75 | + 51 | + 7 | 5,397 |
| Surgical, Medical, Eqpt. Supplies | 21 | 57 | 60 | 61 | + 49 | + 7 | 3,739 |
| Metals | 19 | 99 | 107 | 105 | + 18 | – 6 | 3,086 |
| Paper and Its Products | 61 | 99 | 101 | 98 | + 32 | + 1 | 8,557 |
| Petroleum | 26 | 118 | 133 | 119 | + 38 | + 5 | 684 |
| Tobacco Products | 173 | 195 | 211 | 206 | + 13 | + 8 | 12,432 |
| Leather and Shoe Findings | 20 | 78 | 96 | 80 | + 20 | + 5 | 686 |
| Miscellaneous | 25 | 130 | 151 | 123 | + 70 | – 11 | 3,447 |

a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

b Not affiliated with voluntary or cooperative groups.

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES – CURRENT MONTH |  |  |  | SALES – YEAR-TO-DATE [a] |  | INVENTORY – END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS [b] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales [c] | Percent change: May 1947 vs. May 1946 | Percent change: May 1947 vs. April 1947 | May 1947 (Add 000) | Percent change from 5 mos. 1946 | Five Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: May 1947 vs. May 1946 | Percent change: May 1947 vs. April 1947 | May 31, 1947 (Add 000) | May 1947 | May 1946 | April 1947 |
| New England | 203 | + 14 | - 2 | $21,844 | + 22 | $111,611 | 131 | + 56 | 0 | $19,078 | 128 | 103 | 123 |
| Automotive Supplies | 7 | + 3 | +42 | 452 | + 17 | 2,325 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 4 | - 29 | -28 | 580 | + 4 | 3,189 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 9 | - 3 | - 8 | 1,715 | + 3 | 10,194 | 8 | + 11 | + 1 | 2,470 | 171 | 147 | 152 |
| Dry Goods | 4 | - 35 | + 2 | 176 | - 21 | 1,072 | 4 | +115 | - 1 | 239 | 138 | 41 | 139 |
| Full-line Electrical | 30 | + 99 | -10 | 4,687 | +112 | 24,277 | 30 | +151 | - 1 | 5,474 | 117 | 93 | 104 |
| Electrical Wiring Supplies, Construction Materials Distributors | 15 | + 46 | -10 | 546 | + 46 | 1,242 | 7 | + 59 | - 4 | 266 | 129 | 123 | 105 |
| Electrical Appliances and Specialties | 6 | +166 | +24 | 450 | +136 | 450 | 6 | +140 | - 7 | 412 | 92 | 102 | 122 |
| Fresh Fruits and Vegetables | 8 | - 17 | +31 | 483 | - 18 | 1,774 | 6 | - 33 | -43 | 16 | 5 | 6 | 12 |
| Groceries | 25 | - 7 | + 4 | 3,620 | - 3 | 19,472 | 11 | + 34 | - 5 | 2,103 | 148 | 100 | 163 |
| Industrial Supplies | 9 | + 11 | + 4 | 783 | + 22 | 3,587 | 7 | + 50 | + 7 | 1,999 | 282 | 207 | 276 |
| Plumbing and Heating Supplies | 7 | + 43 | - 3 | 304 | + 49 | 1,451 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | + 15 | + 4 | 442 | + 9 | 1,748 | 4 | + 25 | + 7 | 488 | 258 | 195 | 254 |
| Metals | 4 | + 13 | + 5 | 96 | + 38 | 1,647 | d | d | d | d | d | d | d |
| Paper and Its Products | 5 | + 9 | -11 | 278 | + 21 | 1,522 | 4 | + 18 | - 1 | 248 | 155 | 149 | 149 |
| Tobacco Products | 25 | - 6 | + 5 | 2,931 | - 3 | 11,837 | 8 | + 11 | 0 | 332 | 42 | 41 | 46 |
| Middle Atlantic | 625 | + 12 | - 1 | 96,135 | + 15 | 494,657 | 391 | + 54 | - 4 | 69,875 | 109 | 86 | 116 |
| Automotive Supplies | 39 | + 1 | - 3 | 1,005 | + 10 | 5,351 | 31 | + 73 | - 2 | 1,420 | 208 | 123 | 202 |
| Paints and Varnishes | 4 | + 17 | + 3 | 128 | + 14 | 509 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 9 | + 22 | - 5 | 2,936 | + 42 | 17,915 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | - 9 | - 6 | 903 | - 9 | 4,816 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 20 | + 1 | - 7 | 5,941 | + 4 | 31,319 | 14 | - 1 | - 6 | 5,473 | 143 | 148 | 142 |
| Dry Goods | 32 | - 12 | -12 | 5,039 | + 10 | 31,039 | 16 | + 52 | - 9 | 4,582 | 149 | 103 | 167 |
| Full-line Electrical | 55 | +120 | + 6 | 13,481 | +129 | 57,194 | 52 | +158 | 0 | 13,233 | 99 | 86 | 105 |
| Electrical Wiring Supplies, Construction Materials Distributors | 30 | + 31 | - 9 | 1,136 | + 46 | 3,452 | 19 | + 52 | + 1 | 995 | 113 | 98 | 101 |
| Electrical Appliances and Specialties | 17 | +127 | +11 | 6,220 | +121 | 7,254 | 11 | +212 | + 2 | 3,106 | 65 | 50 | 68 |
| Dairy and Poultry Products | 6 | + 5 | + 1 | 891 | + 34 | 14,454 | 4 | - 12 | + 3 | 201 | 45 | 60 | 42 |
| Fresh Fruits and Vegetables | 19 | - 17 | + 7 | 1,610 | - 9 | 7,456 | 12 | + 16 | + 7 | 92 | 12 | 9 | 13 |
| Furniture and House Furnishings | 14 | + 19 | - 2 | 1,904 | + 31 | 9,401 | 8 | + 11 | + 5 | 391 | 75 | 70 | 65 |
| Groceries | 85 | - 16 | - 6 | 14,843 | - 1 | 82,566 | 39 | + 29 | -11 | 8,972 | 141 | 101 | 154 |
| Confectionery | 9 | + 11 | +18 | 618 | + 8 | 2,033 | 5 | + 65 | + 2 | 168 | 65 | 42 | 69 |
| Meats and Meat Products | 10 | + 16 | - 8 | 2,188 | + 34 | 17,653 | 10 | + 71 | +12 | 1,344 | 61 | 41 | 50 |
| Beer | 11 | + 49 | +12 | 370 | + 13 | 1,585 | 9 | + 30 | +21 | 114 | 32 | 37 | 29 |
| General Hardware | 25 | + 16 | - 5 | 6,915 | + 27 | 30,872 | 16 | + 59 | - 2 | 6,840 | 155 | 122 | 154 |
| Industrial Supplies | 24 | + 28 | - 6 | 2,312 | + 46 | 12,429 | 17 | + 28 | - 1 | 2,202 | 139 | 146 | 142 |
| Plumbing and Heating Supplies | 17 | + 25 | + 2 | 1,266 | + 42 | 7,122 | 5 | + 78 | - 3 | 349 | 147 | 120 | 161 |
| Jewelry | 10 | - 31 | - 5 | 680 | - 23 | 2,564 | 5 | - 5 | - 6 | 1,280 | 254 | 184 | 265 |
| Optical Goods | 4 | - 1 | - 8 | 135 | 0 | 675 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 14 | + 5 | -17 | 1,756 | + 38 | 10,475 | 6 | + 46 | + 5 | 625 | 52 | 34 | 39 |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | + 11 | - 6 | 644 | + 25 | 3,392 | 4 | + 22 | 0 | 974 | 169 | 173 | 159 |
| Surgical, Medical Equipment and Supplies | 7 | + 14 | + 6 | 257 | + 19 | 1,130 | 6 | + 30 | + 2 | 359 | 191 | 178 | 212 |
| Paper and Its Products | 23 | + 25 | + 5 | 2,533 | + 31 | 13,012 | 12 | + 40 | +13 | 911 | 72 | 65 | 66 |
| Petroleum | 23 | + 10 | - 5 | 722 | + 17 | 3,443 | d | d | d | d | d | d | d |
| Tobacco Products | 74 | + 11 | + 9 | 15,528 | + 11 | 59,747 | 43 | + 15 | - 2 | 6,329 | 55 | 53 | 62 |
| Leather and Shoe Findings | 9 | - 8 | + 5 | 104 | - 15 | 415 | 4 | + 25 | -11 | 85 | 129 | 96 | 146 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

MAY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: May 1947 vs. May 1946 | Percent change: May 1947 vs. April 1947 | May 1947 (Add 000) | Percent change from 5 mos. 1946 | Five months 1947 (Add 000) | Number of firms reporting stocks | Percent change: May 1947 vs. May 1946 | Percent change: May 1947 vs. April 1947 | May 31, 1947 (Add 000) | May 1947 | May 1946 | April 1947 |
| East North Central | 589 | + 24 | - 2 | $ 86,918 | + 27 | $ 442,885 | 411 | + 69 | 0 | $ 82,105 | 129 | 98 | 125 |
| Automotive Supplies | 47 | + 12 | - 4 | 1,911 | + 19 | 12,680 | 37 | + 62 | - 1 | 2,467 | 195 | 119 | 187 |
| Paints and Varnishes | 7 | + 17 | - 7 | 595 | + 28 | 3,055 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 5 | - 33 | - 9 | 145 | - 27 | 1,011 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 24 | + 3 | - 9 | 6,207 | + 8 | 33,428 | 17 | + 19 | - 2 | 6,958 | 161 | 136 | 147 |
| Dry Goods | 8 | - 22 | - 6 | 1,498 | - 3 | 7,641 | 7 | + 95 | - 1 | 2,201 | 155 | 61 | 149 |
| Full-line Electrical | 63 | +125 | - 1 | 17,503 | +123 | 81,169 | 60 | +178 | +10 | 19,646 | 115 | 95 | 104 |
| Electrical Wiring Supplies, Construction Materials Distributors | 31 | + 33 | + 4 | 1,566 | + 40 | 3,549 | 22 | + 95 | + 1 | 1,588 | 128 | 85 | 130 |
| Electrical Appliances and Specialties | 19 | + 98 | + 5 | 1,912 | + 96 | 2,242 | 12 | + 73 | + 8 | 912 | 69 | 81 | 67 |
| Dairy and Poultry Products | 11 | + 54 | - 1 | 1,014 | + 44 | 4,558 | 6 | - 11 | - 2 | 58 | 12 | 17 | 13 |
| Fresh Fruits and Vegetables | 14 | - 4 | +20 | 991 | - 2 | 5,250 | 8 | + 53 | -16 | 135 | 26 | 19 | 37 |
| Farm Supplies | 5 | + 1 | - 6 | 781 | - 3 | 3,769 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 5 | + 9 | 0 | 810 | + 21 | 4,235 | 4 | + 49 | + 2 | 440 | 67 | 48 | 61 |
| Groceries | 108 | - 1 | - 4 | 14,940 | + 6 | 88,967 | 82 | + 43 | - 7 | 16,507 | 148 | 105 | 155 |
| Confectionery | 6 | - 6 | + 6 | 162 | + 5 | 1,246 | d | d | d | d | d | d | d |
| Meats and Meat Products | 13 | + 57 | +14 | 6,841 | + 52 | 33,782 | 10 | + 56 | - 6 | 3,531 | 75 | 66 | 80 |
| Beer | 11 | + 56 | +10 | 520 | + 18 | 2,572 | d | d | d | d | d | d | d |
| Wines and Liquors | 8 | - 31 | 0 | 614 | - 28 | 4,476 | 8 | + 47 | - 7 | 1,084 | 177 | 83 | 191 |
| General hardware | 18 | + 26 | - 6 | 8,706 | + 39 | 43,958 | 14 | + 65 | 0 | 13,928 | 174 | 134 | 164 |
| Industrial supplies | 9 | + 13 | - 5 | 619 | + 31 | 4,603 | 6 | + 49 | + 6 | 419 | 150 | 105 | 143 |
| Plumbing and heating supplies | 14 | + 25 | - 1 | 1,088 | + 39 | 5,554 | 12 | + 93 | + 2 | 1,743 | 183 | 117 | 178 |
| Jewelry | 13 | - 17 | - 1 | 743 | - 20 | 3,526 | 5 | + 10 | - 5 | 673 | 228 | 133 | 234 |
| Lumber and Building Materials | 13 | + 47 | -10 | 1,781 | + 48 | 5,893 | 7 | +236 | + 5 | 491 | 80 | 34 | 76 |
| Machinery, Eqpt., and Supplies, except Electrical | 11 | + 20 | -11 | 1,004 | + 33 | 5,111 | 8 | + 47 | + 6 | 611 | 103 | 97 | 85 |
| Surgical, Medical Eqpt. Supplies | 6 | + 41 | - 7 | 1,619 | + 39 | 7,459 | 6 | + 63 | + 2 | 1,539 | 95 | 83 | 87 |
| Metals | 4 | + 12 | -12 | 597 | + 30 | 3,360 | d | d | d | d | d | d | d |
| Paper and Its Products | 22 | + 5 | - 6 | 4,523 | + 24 | 21,857 | 13 | + 42 | + 3 | 1,636 | 95 | 88 | 88 |
| Tobacco Products | 71 | + 3 | + 3 | 6,585 | + 4 | 33,447 | 34 | + 19 | + 4 | 1,469 | 57 | 51 | 58 |
| Leather and Shoe Findings | 8 | - 5 | +10 | 123 | - 13 | 694 | d | d | d | d | d | d | d |
| West North Central | 288 | + 13 | - 7 | 51,281 | + 25 | 329,469 | 225 | + 52 | + 3 | 71,052 | 160 | 119 | 145 |
| Drugs and Sundries (liquor excluded) | 16 | + 1 | - 8 | 4,300 | + 7 | 23,455 | 15 | + 2 | - 4 | 6,516 | 173 | 171 | 166 |
| Dry Goods | 5 | - 17 | + 4 | 7,293 | - 1 | 36,500 | 5 | + 24 | - 2 | 12,709 | 174 | 117 | 185 |
| Full-line Electrical | 34 | +126 | - 5 | 8,222 | +121 | 37,351 | 33 | +187 | + 9 | 9,203 | 114 | 91 | 99 |
| Electrical Wiring Supplies, Construction Materials Distributors | 8 | + 41 | - 4 | 758 | + 41 | 2,569 | 5 | +184 | +11 | 455 | 169 | 71 | 122 |
| Electrical Appliances and Specialties | 11 | + 50 | -17 | 1,005 | + 88 | 1,828 | 9 | + 83 | + 7 | 1,166 | 124 | 103 | 95 |
| Fresh Fruits and Vegetables | 6 | + 7 | +23 | 423 | + 5 | 2,941 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 5 | + 19 | - 2 | 2,372 | + 52 | 22,861 | 4 | + 73 | - 4 | 2,081 | 90 | 62 | 91 |
| Groceries | 63 | + 0 | -13 | 8,701 | + 6 | 58,615 | 47 | + 47 | 0 | 15,142 | 216 | 148 | 190 |
| Confectionery | 4 | + 11 | + 7 | 292 | + 12 | 1,586 | 4 | + 62 | +12 | 178 | 61 | 42 | 58 |
| Beer | 5 | +129 | + 7 | 80 | + 40 | 1,493 | d | d | d | d | d | d | d |
| General hardware | 15 | + 15 | -22 | 5,399 | + 44 | 48,405 | 15 | + 43 | + 5 | 9,716 | 180 | 144 | 132 |
| Industrial supplies | 6 | + 17 | -10 | 471 | + 24 | 2,848 | d | d | d | d | dd | d | d |
| Plumbing and heating supplies | 13 | + 56 | +16 | 1,655 | + 49 | 6,679 | 9 | +125 | + 8 | 1,201 | 121 | 86 | 138 |
| Paper and Its Products | 5 | - 7 | - 6 | 266 | + 11 | 1,486 | d | d | d | d | d | d | d |
| Tobacco Products | 23 | + 10 | + 7 | 2,187 | + 8 | 11,563 | 14 | + 60 | +21 | 1,078 | 72 | 51 | 64 |
| Leather and Shoe Findings | 4 | - 16 | +10 | 69 | - 12 | 358 | d | d | d | d | d | d | d |

(Continued on next page)

39849

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

May 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH: Number of firms reporting sales c | SALES—CURRENT MONTH: Percent change May 1947 vs. May 1946 | SALES—CURRENT MONTH: Percent change May 1947 vs. April 1947 | SALES—CURRENT MONTH: May 1947 (Add 000) | SALES YEAR-TO-DATE a: Percent change from 5 mos. 1946 | SALES YEAR-TO-DATE a: Five Months 1947 (Add 000) | INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks | INVENTORY—END-OF-MONTH (At Cost): Percent change May 1947 vs. May 1946 | INVENTORY—END-OF-MONTH (At Cost): Percent change May 1947 vs. April 1947 | INVENTORY—END-OF-MONTH (At Cost): May 31, 1947 (Add 000) | STOCK-SALES RATIOS b: May 1947 | STOCK-SALES RATIOS b: May 1946 | STOCK-SALES RATIOS b: April 1947 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| South Atlantic | 396 | + 31 | 0 | $51,142 | + 29 | $248,147 | 258 | + 76 | - 1 | $49,112 | 125 | 98 | 127 |
| Automotive Supplies | 18 | + 32 | - 8 | 1,309 | + 10 | 5,811 | 10 | + 83 | - 3 | 998 | 202 | 118 | 214 |
| Paints and Varnishes | 4 | + 19 | + 8 | 345 | + 13 | 1,314 | 4 | + 53 | + 6 | 290 | 84 | 65 | 85 |
| Clothing and Furnishings, except Shoes | 5 | - 32 | - 2 | 177 | - 27 | 916 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 5 | + 11 | - 3 | 2,189 | + 15 | 11,815 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 26 | + 1 | - 9 | 4,154 | + 9 | 22,709 | 18 | + 14 | - 2 | 6,163 | 211 | 185 | 195 |
| Dry Goods | 10 | + 5 | - 6 | 1,838 | + 11 | 9,344 | 6 | + 89 | + 7 | 3,816 | 305 | 181 | 267 |
| Full-line Electrical | 54 | +142 | + 4 | 11,237 | +132 | 48,762 | 53 | +188 | + 3 | 12,885 | 116 | 98 | 118 |
| Electrical Wiring Supplies, Construction Materials Distributors | 15 | +120 | +20 | 1,886 | +118 | 6,432 | 9 | +161 | + 4 | 1,184 | 71 | 61 | 83 |
| Electrical Appliances and Specialties | 15 | + 76 | - 8 | 1,247 | + 69 | 1,399 | 12 | +135 | +15 | 1,422 | 116 | 89 | 93 |
| Fresh Fruits and Vegetables | 8 | - 2 | + 7 | 662 | - 1 | 3,453 | 5 | + 37 | - 3 | 70 | 19 | 12 | 19 |
| Furniture and House Furnishings | 5 | + 6 | - 9 | 521 | + 34 | 2,702 | d | d | d | d | d | d | d |
| Groceries | 103 | + 13 | - 1 | 10,759 | + 15 | 58,530 | 51 | + 44 | - 7 | 6,415 | 114 | 87 | 118 |
| Confectionery | 16 | + 12 | - 1 | 480 | + 17 | 2,397 | 8 | + 70 | + 6 | 358 | 92 | 61 | 86 |
| Meats and Meat Products | 5 | + 61 | +25 | 1,208 | + 24 | 5,720 | 4 | + 26 | + 7 | 502 | 42 | 53 | 48 |
| Beer | 7 | - 29 | -26 | 467 | - 22 | 1,740 | 4 | + 18 | + 5 | 113 | 48 | 29 | 41 |
| General Hardware | 20 | + 37 | + 4 | 2,984 | + 33 | 20,231 | 17 | + 76 | + 4 | 4,128 | 147 | 114 | 155 |
| Industrial Supplies | 8 | + 85 | +11 | 1,139 | + 53 | 5,270 | 5 | + 63 | + 6 | 1,249 | 130 | 149 | 136 |
| Lumber and Building Materials | 9 | + 36 | - 1 | 1,214 | + 54 | 5,044 | 4 | +102 | - 1 | 632 | 111 | 79 | 120 |
| Machinery, Eqpt., and Supplies, except Electrical | 11 | + 26 | - 4 | 403 | + 28 | 1,681 | 9 | + 52 | + 3 | 431 | 173 | 144 | 169 |
| Paper and Its Products | 6 | + 38 | - 1 | 652 | + 31 | 3,567 | d | d | d | d | d | d | d |
| Tobacco Products | 20 | - 2 | - 4 | 3,254 | + 4 | 12,144 | 14 | + 12 | - 4 | 931 | 33 | 29 | 33 |
| East South Central | 142 | + 28 | + 2 | 20,769 | + 28 | 110,768 | 92 | + 58 | - 3 | 18,642 | 122 | 101 | 126 |
| Drugs and Sundries (liquor excluded) | 15 | - 2 | - 9 | 2,710 | + 7 | 13,867 | 11 | + 11 | - 3 | 3,671 | 169 | 148 | 159 |
| Dry Goods | 9 | - 18 | - 8 | 1,425 | - 6 | 8,230 | 5 | + 15 | 0 | 1,963 | 192 | 162 | 178 |
| Full-line Electrical | 21 | +129 | + 9 | 3,996 | +107 | 15,537 | 19 | +170 | 0 | 3,997 | 102 | 87 | 112 |
| Electrical Wiring Supplies, Construction Materials Distributors | 7 | +112 | + 7 | 490 | +101 | 740 | 5 | +162 | + 1 | 338 | 75 | 65 | 81 |
| Fresh Fruits and Vegetables | 5 | + 20 | +158 | 292 | - 12 | 951 | d | d | d | d | d | d | d |
| Groceries | 28 | + 5 | 0 | 3,367 | + 14 | 20,926 | 15 | + 63 | - 6 | 2,820 | 130 | 85 | 139 |
| Confectionery | 5 | + 28 | +12 | 299 | + 14 | 1,652 | d | d | d | d | d | d | d |
| Meats and Meat Products | 4 | + 87 | +17 | 1,408 | + 73 | 6,422 | d | d | d | d | d | d | d |
| Beer | 5 | + 79 | +12 | 109 | + 17 | 401 | 5 | +103 | -10 | 81 | 74 | 66 | 93 |
| General Hardware | 7 | + 60 | + 1 | 2,287 | + 43 | 18,077 | 4 | + 73 | - 4 | 2,433 | 139 | 124 | 146 |
| Lumber and Building Materials | 4 | +147 | + 7 | 754 | +183 | 3,252 | d | d | d | d | d | d | d |
| Tobacco Products | 8 | - 15 | -13 | 901 | + 2 | 3,699 | 4 | + 11 | + 1 | 294 | 42 | 32 | 35 |
| West South Central | 261 | + 19 | - 1 | 43,174 | + 24 | 212,260 | 192 | + 65 | - 2 | 53,403 | 149 | 110 | 153 |
| Automotive Supplies | 14 | + 5 | - 2 | 946 | 0 | 4,600 | 11 | + 88 | + 2 | 1,677 | 189 | 108 | 183 |
| Drugs and Sundries (liquor excluded) | 18 | - 3 | -12 | 3,917 | + 5 | 21,425 | 13 | + 21 | 0 | 6,906 | 213 | 178 | 196 |
| Dry Goods | 6 | - 34 | + 5 | 999 | - 24 | 3,864 | 5 | + 23 | - 2 | 1,787 | 236 | 130 | 264 |
| Full-line Electrical | 39 | +114 | - 5 | 7,137 | +118 | 30,729 | 39 | +180 | + 3 | 7,893 | 111 | 84 | 103 |
| Electrical Wiring Supplies, Construction Materials Distributors | 8 | + 86 | 0 | 552 | + 54 | 1,044 | 5 | + 16 | -15 | 169 | 58 | 115 | 65 |
| Electrical Appliances and Specialties | 5 | + 83 | +10 | 778 | + 69 | 817 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 4 | + 30 | + 9 | 830 | + 35 | 2,597 | d | d | d | d | d | d | d |
| Groceries | 95 | + 1 | - 4 | 12,373 | + 13 | 65,080 | 64 | + 47 | - 8 | 11,478 | 126 | 88 | 131 |
| Confectionery | 4 | + 7 | -10 | 111 | + 50 | 681 | d | d | d | d | d | d | d |
| General Hardware | 15 | + 22 | + 3 | 3,752 | + 31 | 24,927 | 11 | + 96 | 0 | 6,959 | 214 | 134 | 228 |
| Industrial Supplies | 5 | + 29 | +10 | 3,007 | + 40 | 13,900 | 4 | + 61 | + 5 | 5,199 | 242 | 180 | 261 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | +101 | +17 | 1,843 | + 42 | 7,500 | 4 | + 52 | 0 | 2,382 | 141 | 185 | 162 |
| Tobacco Products | 15 | + 12 | + 4 | 977 | + 26 | 7,064 | 7 | + 12 | + 2 | 202 | 60 | 62 | 63 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

May 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | May 1947 (Add 000) | Percent change from 5 mos. 1946 | Five Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | May 31, 1947 (Add 000) | May 1947 | May 1946 | April 1947 |
| | | May 1947 vs. May 1946 | May 1947 vs. April 1947 | | | | | May 1947 vs. May 1948 | May 1947 vs. April 1947 | | | | |
| Mountain | 133 | + 30 | - 1 | $16,991 | + 33 | $84,399 | 96 | + 92 | - 1 | $21,107 | 164 | 111 | 162 |
| Automotive Supplies | 11 | + 10 | - 5 | 681 | + 27 | 4,162 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 11 | + 14 | - 6 | 1,250 | + 22 | 8,538 | 8 | + 28 | - 2 | 1,931 | 196 | 184 | 190 |
| Full-line Electrical | 14 | +140 | + 8 | 3,007 | +128 | 12,359 | 14 | +277 | + 8 | 3,955 | 132 | 84 | 131 |
| Electrical Wiring Supplies, Construction Materials Distributors | 4 | + 31 | - 6 | 189 | + 20 | 642 | d | d | d | d | d | d | d |
| Electrical Appliances and Specialties | 5 | + 62 | +11 | 598 | + 59 | 1,085 | d | d | d | d | d | d | d |
| Groceries | 28 | - 8 | - 5 | 3,559 | + 10 | 16,331 | 25 | + 68 | - 8 | 7,257 | 224 | 125 | 225 |
| General Hardware | 4 | + 35 | + 3 | 1,718 | + 45 | 9,007 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 4 | +105 | - 7 | 1,528 | + 92 | 7,398 | d | d | d | d | d | d | d |
| Tobacco Products | 13 | + 1 | + 4 | 784 | - 2 | 2,940 | 8 | + 3 | + 3 | 278 | 77 | 71 | 87 |
| Pacific | 320 | + 19 | - 5 | 57,457 | + 21 | 327,568 | 207 | + 74 | + 1 | 67,517 | 174 | 124 | 159 |
| Automotive Supplies | 61 | + 9 | - 5 | 2,930 | + 18 | 15,937 | 28 | + 58 | + 2 | 3,560 | 251 | 198 | 225 |
| Clothing and Furnishings, except Shoes | 8 | - 42 | + 3 | 162 | - 6 | 909 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 6 | 0 | -11 | 325 | + 29 | 2,029 | 4 | +147 | + 3 | 757 | 256 | 104 | 218 |
| Drugs and Sundries (liquor excluded) | 14 | - 9 | -10 | 5,233 | - 1 | 26,689 | 11 | + 2 | - 5 | 6,950 | 177 | 161 | 167 |
| Dry Goods | 8 | + 3 | -11 | 1,683 | + 23 | 8,767 | d | d | d | d | d | d | d |
| Full-line Electrical | 48 | +109 | - 5 | 12,158 | +111 | 52,195 | 46 | +184 | + 8 | 18,338 | 151 | 111 | 133 |
| Electrical Wiring Supplies, Construction Materials Distributors | 9 | + 3 | -11 | 434 | + 29 | 1,428 | 7 | + 93 | +27 | 698 | 189 | 98 | 132 |
| Electrical Appliances and Specialties | 4 | + 20 | - 4 | 213 | + 93 | 1,308 | 4 | +115 | +11 | 419 | 197 | 110 | 170 |
| Fresh Fruits and Vegetables | 5 | + 2 | + 8 | 1,073 | + 18 | 5,464 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 10 | + 53 | - 4 | 2,640 | + 49 | 13,538 | 7 | +111 | 0 | 5,139 | 207 | 151 | 193 |
| Groceries | 41 | - 3 | - 5 | 10,425 | + 1 | 80,874 | 23 | + 50 | - 5 | 9,319 | 165 | 101 | 161 |
| Confectionery | 5 | - 16 | - 4 | 184 | - 11 | 838 | 4 | + 35 | -10 | 93 | 51 | 32 | 55 |
| Meats and Meat Products | 5 | +113 | +28 | 3,100 | + 61 | 10,490 | 4 | + 21 | - 2 | 386 | 29 | 38 | 28 |
| General Hardware | 11 | + 22 | - 8 | 6,114 | + 33 | 38,696 | 7 | + 65 | - 3 | 8,944 | 228 | 169 | 213 |
| Industrial Supplies | 4 | - 2 | -31 | 249 | + 20 | 6,729 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 5 | + 24 | - 4 | 984 | + 53 | 4,717 | d | d | d | d | d | d | d |
| Jewelry | 4 | - 26 | + 5 | 204 | - 15 | 2,977 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 10 | + 6 | - 7 | 1,223 | + 51 | 6,945 | 8 | +201 | + 3 | 1,107 | 131 | 62 | 123 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | + 27 | +13 | 729 | + 35 | 4,749 | 5 | + 73 | - 1 | 808 | 184 | 115 | 190 |
| Tobacco Products | 24 | + 7 | + 5 | 3,142 | - 3 | 13,355 | 14 | + 37 | + 4 | 589 | 53 | 37 | 52 |
| Leather and Shoe Findings | 8 | - 9 | -10 | 294 | + 5 | 1,454 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales. (including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.

States Comprising Geographic Divisions:
New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho., Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

37741

~~Ref~~

MONTHLY

# WHOLESALE TRADE

REPORT*

**DEPARTMENT OF COMMERCE**
W. AVERELL HARRIMAN, *Secretary*
**BUREAU OF THE CENSUS**
J. C. CAPT, *Director*

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UNIVERSITY OF ILLINOIS

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## JUNE 1947

For Release
August 4, 1947

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 2,947 merchant wholesalers representing all parts of the country.

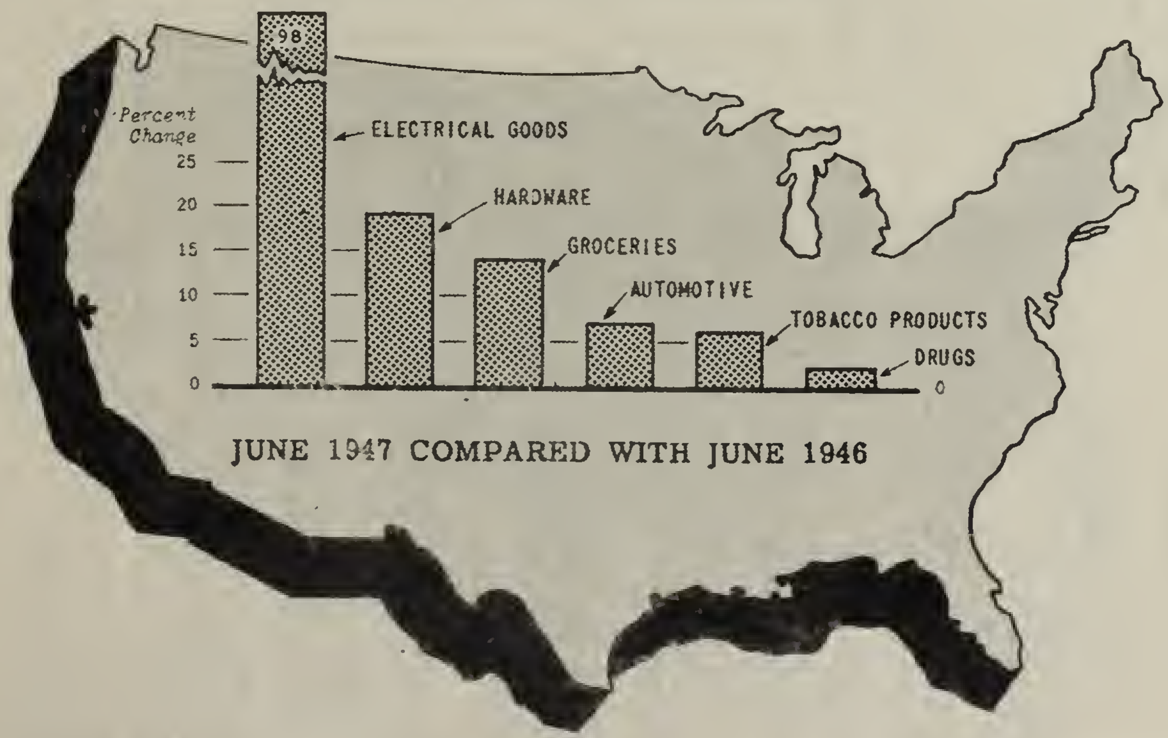
June sales were up 22 percent over June of last year but they showed little change from May of this year, off one percent. Dollar sales, all trades combined, for the first half of this year were up 24 percent over the six months of last year.

Trades showing the largest increase in dollar volume over the first half of 1946 included electrical goods, up 110 percent; meats 77 percent; lumber and building materials 58 percent; and paints 50 percent. Of the 39 trades for which data are shown separately in the accompanying tables, 30 recorded sales increases over the first half of last year, one — dry goods -- recorded no change, and seven reported decreases. Comparisons are not available in the case of "refrigeration equipment, parts (commercial)", a classification shown in this issue for the first time.

Inventories, valued at cost, were up 64 percent over June 30 of last year, but they registered little change from May 31 of this year. It might be pointed out that the large inventory accumulations since June of last year occurred during the period September through January. Since January of this year, the increase in dollar inventories has, for the most part, reflected increases in prices.

Beginning-of-June accounts receivable derived from sales of merchandise were 38 percent above a year earlier, but they were off slightly (1 percent) from May 1 of this year. With accounts receivable increasing at a more rapid rate than dollar sales, the collection period is increasing. It is still considerably short of pre-war, however, for most lines of trade.

TRENDS IN SALES - SIX TRADES



JUNE 1947 COMPARED WITH JUNE 1946

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

40562

# DEPARTMENT OF COMMERCE
# BUREAU OF THE CENSUS
# WASHINGTON

## WHOLESALERS' SALES AND INVENTORIES

JUNE 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: June 1947 vs June 1946 | Percent change: June 1947 vs. May 1947 | June 1947 (Add 000) | Percent change From 6 Mos. 1946 | Six Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: June 1947 vs. June 1946 | Percent change: June 1947 vs. May 1947 | June 30, 1947 (Add 000) | June 1947 | June 1946 | May 1947 |
| UNITED STATES | 2,947 | + 22 | - 1 | $446,414 | +24 | $3,093,585 | 1,863 | + 64 | + 1 | $386,438 | 134 | 106 | 133 |
| Automotive Supplies | 210 | + 7 | - 2 | 11,108 | +13 | 99,143 | 144 | + 73 | + 2 | 14,705 | 225 | 140 | 218 |
| Chemicals (industrial) | 13 | + 4 | + 2 | 833 | +34 | 10,498 | 9 | + 34 | + 3 | 728 | 141 | 103 | 134 |
| Paints and Varnishes | 23 | + 6 | -12 | 1,655 | +50 | 40,059 | 13 | + 71 | + 7 | 1,104 | 126 | 85 | 108 |
| Clothing and Furnishings, except Shoes | 31 | + 12 | -10 | 3,999 | +19 | 27,640 | 11 | +138 | + 8 | 753 | 166 | 64 | 129 |
| Shoes and Other Footwear | 28 | + 14 | -15 | 19,980 | +21 | 137,669 | 18 | + 88 | +27 | 9,626 | 101 | 55 | 71 |
| Drugs and Sundries...(liquor excluded) | 149 | + 2 | - 3 | 33,630 | + 5 | 228,207 | 52 | + 10 | - 3 | 20,193 | 218 | 207 | 217 |
| Dry Goods | 77 | - 18 | - 5 | 17,068 | 0 | 125,638 | 45 | + 40 | + 1 | 27,491 | 222 | 128 | 205 |
| Coal | 9 | + 50 | - 5 | 2,828 | +46 | 27,999 | 5 | + 49 | +41 | 2,162 | 107 | 126 | 74 |
| Total Electrical Group | 550 | + 98 | + 2 | 99,164 | +110 | 503,974 | 465 | +144 | + 4 | 102,974 | 120 | 102 | 118 |
| Full-line | 350 | +107 | + 3 | 83,738 | +118 | 446,916 | 337 | +153 | + 4 | 90,208 | 121 | 104 | 121 |
| Wiring Supplies, Construction Materials Distributors | 121 | + 35 | - 3 | 5,483 | +51 | 27,990 | 74 | + 76 | 0 | 4,608 | 135 | 105 | 131 |
| Appliances and Specialties | 79 | + 73 | - 2 | 9,943 | +85 | 29,068 | 54 | +108 | + 6 | 8,158 | 101 | 88 | 92 |
| Dairy and Poultry Products | 23 | + 19 | + 1 | 2,383 | +38 | 30,849 | 13 | + 23 | +46 | 662 | 41 | 40 | 29 |
| Fresh Fruits and Vegetables | 69 | - 4 | - 5 | 7,917 | - 1 | 43,242 | 41 | + 6 | - 8 | 748 | 16 | 14 | 16 |
| Farm Supplies | 17 | + 36 | - 6 | 3,046 | +25 | 29,886 | 8 | + 30 | + 9 | 486 | 74 | 79 | 73 |
| Furniture and House Furnishings | 44 | + 29 | - 6 | 7,605 | +39 | 69,552 | 27 | + 52 | - 3 | 5,389 | 87 | 76 | 89 |
| Refrigeration Eqpt., Parts (commercial) | 33 | + 34 | + 5 | 2,183 | (f) | (f) | 28 | + 65 | - 3 | 3,433 | 165 | 135 | 179 |
| Groceries | 528 | + 14 | + 8 | 82,467 | + 7 | 588,566 | 317 | + 42 | - 5 | 65,483 | 131 | 106 | 148 |
| Full-line wholesalers[d] | 294 | + 17 | + 6 | 39,613 | + 7 | 281,169 | 176 | + 47 | - 6 | 35,822 | 139 | 109 | 157 |
| Voluntary-group wholesalers | 118 | + 13 | +10 | 25,933 | + 6 | 189,887 | 78 | + 25 | - 7 | 16,799 | 115 | 108 | 138 |
| Retailer-cooperative warehouses | 19 | + 17 | +14 | 6,432 | + 7 | 36,788 | 12 | + 83 | 0 | 4,983 | 140 | 101 | 148 |
| Specialty lines | 97 | + 5 | + 5 | 10,509 | + 5 | 80,722 | 51 | + 45 | 0 | 7,879 | 127 | 93 | 134 |
| Confectionery | 54 | + 4 | -13 | 1,900 | +10 | 13,137 | 29 | + 43 | - 6 | 935 | 76 | 58 | 74 |
| Meats and Meat Products | 41 | + 86 | + 2 | 16,659 | +77 | 195,251 | 34 | + 99 | - 1 | 8,505 | 60 | 56 | 64 |
| Beer | 46 | + 39 | + 4 | 1,880 | +12 | 11,626 | 36 | + 96 | - 7 | 629 | 40 | 28 | 45 |
| Wines and Liquors | 21 | - 17 | - 3 | 3,240 | -22 | 57,113 | 18 | + 63 | - 6 | 5,965 | 176 | 90 | 182 |
| Liquor Department of other Trades[e] | 46 | - 39 | - 5 | 7,204 | -33 | 48,260 | (g) | (g) | (g) | (g) | (g) | (g) | (g) |
| Total Hardware Group | 241 | + 19 | - 6 | 50,487 | +34 | 377,727 | 154 | + 60 | 0 | 70,353 | 208 | 154 | 194 |
| General hardware | 116 | + 15 | - 6 | 36,992 | +33 | 279,881 | 82 | + 60 | 0 | 56,215 | 211 | 153 | 197 |
| Industrial supplies | 60 | + 23 | - 5 | 7,846 | +32 | 62,676 | 36 | + 50 | 0 | 9,972 | 225 | 182 | 204 |
| Plumbing and heating supplies | 65 | + 38 | - 4 | 5,649 | +45 | 35,170 | 36 | +100 | - 2 | 4,166 | 149 | 112 | 149 |
| Jewelry | 126 | - 29 | -12 | 4,266 | -22 | 16,615 | 70 | 0 | + 1 | 7,317 | 259 | 180 | 230 |
| Optical Goods | 16 | - 13 | + 4 | 266 | - 4 | 1,563 | 9 | - 24 | -12 | 115 | 111 | 133 | 140 |
| Lumber and Building Materials | 59 | + 53 | 0 | 7,791 | +58 | 54,117 | 32 | +108 | - 2 | 3,804 | 82 | 60 | 90 |
| Machinery, Eqpt., and Supplies, except Electrical | 45 | + 15 | -13 | 4,569 | +33 | 34,940 | 30 | + 45 | - 3 | 5,769 | 168 | 132 | 147 |
| Surgical, Medical, Eqpt. Supplies | 18 | + 32 | - 5 | 2,109 | +30 | 13,272 | 13 | + 42 | + 3 | 2,804 | 115 | 109 | 103 |
| Metals | 18 | - 2 | - 2 | 2,360 | +16 | 24,485 | 11 | + 63 | + 2 | 3,761 | 201 | 116 | 200 |
| Paper and Its Products | 67 | + 12 | + 4 | 8,638 | +22 | 56,517 | 33 | + 42 | + 3 | 4,296 | 107 | 96 | 113 |
| Petroleum | 26 | + 18 | + 9 | 926 | +18 | 5,486 | 24 | + 47 | - 1 | 570 | 68 | 56 | 75 |
| Tobacco Products | 269 | + 6 | - 2 | 35,513 | + 6 | 199,857 | 138 | + 29 | + 5 | 11,938 | 57 | 47 | 54 |
| Leather and Shoe Findings | 36 | - 13 | - 5 | 693 | - 6 | 4,264 | 16 | + 40 | - 1 | 1,173 | 383 | 216 | 341 |
| Miscellaneous | 14 | - 7 | -17 | 1,847 | - 1 | 14,050 | 20 | + 47 | - 6 | 4,287 | 249 | 95 | 228 |

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[a] Includes reports received too late for inclusion in previous monthly totals.

[b] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.

[c] Number does not apply in all cases to the year-to-date figures.

[d] Not affiliated with voluntary or cooperative groups.

[e] Chiefly of the Wholesale Drug Trade.

[f] Not available.

[g] Insufficient data to show separately.

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# WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JUNE 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES [a] |  |  | ACCOUNTS RECEIVABLE |  |  |
|---|---|---|---|---|---|---|---|
|  |  |  |  |  | Percent change |  |  |
|  |  | June 1947 | June 1946 | May 1947 | June 1947 vs. June 1946 | June 1947 vs. May 1947 | As of June 1 1947 (Add 000) |
| **UNITED STATES** | 2,226 | 112 | 119 | 111 | + 38 | - 1 | $289,856 |
| Automotive Supplies | 167 | 88 | 97 | 91 | + 21 | - 2 | 8,419 |
| Chemicals (industrial) | 13 | 86 | 91 | 82 | + 10 | -15 | 959 |
| Paints and Varnishes | 21 | 80 | 83 | 82 | + 33 | - 1 | 1,653 |
| Clothing and Furnishings, except Shoes | 26 | 101 | 105 | 103 | + 16 | 0 | 4,273 |
| Shoes and Other Footwear | 24 | 81 | 89 | 79 | + 27 | - 9 | 14,107 |
| Drugs and Sundries (liquor excluded) | 73 | 109 | 104 | 108 | - 6 | - 6 | 12,325 |
| Dry Goods | 68 | 72 | 82 | 74 | + 7 | - 1 | 22,444 |
| Coal | 9 | 121 | 111 | 119 | +121 | + 8 | 2,527 |
| Total Electrical Group | 453 | 97 | 97 | 98 | +134 | + 1 | 70,625 |
| Full-line | 284 | 95 | 97 | 96 | +156 | + 1 | 57,406 |
| Wiring Supplies, Construction Materials Distributors | 101 | 81 | 90 | 85 | + 66 | + 7 | 5,704 |
| Appliances and Specialties | 68 | 125 | 103 | 118 | + 72 | - 4 | 7,515 |
| Dairy and Poultry Products | 17 | 185 | 209 | 193 | + 23 | + 4 | 851 |
| Fresh Fruits and Vegetables | 53 | 209 | 213 | 224 | + 2 | +17 | 2,257 |
| Farm Supplies | 11 | 211 | 220 | 216 | + 44 | + 5 | 653 |
| Furniture and House Furnishings | 38 | 100 | 113 | 90 | + 61 | - 7 | 7,103 |
| Refrigeration Equipment, Parts (commercial) | 26 | 103 | 99 | 98 | + 37 | - 2 | 1,570 |
| Groceries | 389 | 178 | 174 | 193 | + 10 | + 1 | 35,758 |
| Full-line wholesalers [b] | 220 | 173 | 173 | 172 | + 9 | + 2 | 17,108 |
| Voluntary-group wholesalers | 84 | 163 | 165 | 259 | + 2 | + 3 | 10,596 |
| Retailer-cooperative warehouses | 13 | 261 | 315 | 234 | + 37 | 0 | 2,049 |
| Specialty lines | 72 | 137 | 156 | 124 | + 25 | - 3 | 6,005 |
| Confectionery | 28 | 157 | 166 | 171 | + 23 | + 9 | 584 |
| Meats and Meat Products | 38 | 237 | 258 | 259 | + 90 | +21 | 6,604 |
| Beer | 20 | 222 | 227 | 246 | + 34 | +19 | 280 |
| Wines and Liquors | 15 | 171 | 150 | 199 | - 47 | + 8 | 1,101 |
| Total Hardware Group | 214 | 94 | 104 | 95 | + 39 | - 2 | 48,545 |
| General hardware | 103 | 97 | 108 | 98 | + 39 | - 3 | 35,215 |
| Industrial Supplies | 52 | 89 | 92 | 90 | + 34 | 0 | 7,251 |
| Plumbing and Heating Supplies | 59 | 83 | 94 | 85 | + 49 | + 2 | 6,079 |
| Jewelry | 91 | 67 | 71 | 65 | - 18 | - 3 | 5,292 |
| Optical Goods | 14 | 90 | 101 | 102 | - 2 | 0 | 289 |
| Lumber and Building Materials | 55 | 108 | 122 | 110 | + 70 | - 5 | 6,821 |
| Machinery, Equipment, and Supplies, except Electrical | 33 | 81 | 89 | 72 | + 52 | - 2 | 4,884 |
| Surgical, Medical, Eqpt. Supplies | 18 | 60 | 60 | 57 | + 41 | - 4 | 3,495 |
| Metals | 17 | 109 | 112 | 112 | + 12 | + 2 | 2,167 |
| Paper and Its Products | 58 | 94 | 98 | 100 | + 32 | + 2 | 8,273 |
| Petroleum | 23 | 125 | 131 | 125 | + 22 | - 5 | 579 |
| Tobacco Products | 173 | 199 | 200 | 194 | + 12 | + 2 | 12,613 |
| Leather and Shoe Findings | 23 | 76 | 89 | 79 | + 3 | 0 | 762 |
| Miscellaneous | 18 | 111 | 98 | 124 | - 6 | -10 | 2,043 |

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
[b] Not affiliated with voluntary or cooperative groups.

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: June 1947 vs. June 1946 | Percent change: June 1947 vs. May 1947 | June 1947 (Add 000) | Percent change from 6 mos. 1946 | Six Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: June 1947 vs. June 1946 | Percent change: June 1947 vs. May 1947 | June 1947 (Add 000) | June 1947 | June 1946 | May 1947 |
| New England | 194 | +22 | + 4 | $21,906 | +21 | $135,931 | 122 | +65 | + 9 | $14,216 | 123 | 100 | 113 |
| Automotive Supplies | 6 | +11 | - 6 | 385 | +15 | 2,773 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 10 | + 9 | - 1 | 1,791 | + 4 | 12,088 | 5 | +23 | + 2 | 1,073 | 197 | 176 | 197 |
| Dry Goods | 4 | -22 | + 5 | 185 | -21 | 1,257 | 4 | +126 | + 2 | 244 | 132 | 46 | 136 |
| Full-line Electrical | 29 | +87 | + 2 | 4,722 | +106 | 29,654 | 28 | +183 | +32 | 5,012 | 150 | 112 | 120 |
| Electrical Wiring Supplies, Construction Materials Distributors | 15 | +34 | - 9 | 504 | +42 | 1,746 | 8 | +47 | - 1 | 269 | 150 | 108 | 121 |
| Electrical Appliances and Specialties | 5 | +74 | -17 | 349 | +93 | 896 | 5 | +131 | + 7 | 354 | 101 | 76 | 78 |
| Fresh Fruits and Vegetables | 6 | - 8 | +32 | 591 | -16 | 2,365 | 5 | + 6 | +36 | 19 | 5 | 5 | 5 |
| Groceries | 26 | +13 | +11 | 4,023 | - 1 | 23,734 | 14 | +31 | - 6 | 1,616 | 107 | 95 | 119 |
| Industrial Supplies | 6 | + 9 | - 2 | 373 | +20 | 3,960 | 4 | +41 | + 3 | 1,091 | 383 | 280 | 345 |
| Plumbing and Heating Supplies | 6 | +57 | + 7 | 296 | +50 | 1,747 | d | d | d | d | d | d | d |
| Jewelry | 4 | + 2 | - 4 | 330 | - 9 | 1,816 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | +32 | +13 | 282 | +12 | 2,030 | d | d | d | d | d | d | d |
| Metals | 4 | +22 | -10 | 88 | +26 | 2,001 | d | d | d | d | d | d | d |
| Paper and Its Products | 4 | +13 | + 2 | 271 | +20 | 1,793 | d | d | d | d | d | d | d |
| Tobacco Products | 26 | + 5 | + 5 | 3,388 | - 1 | 15.613 | 9 | +12 | - 2 | 282 | 35 | 33 | 35 |
| Middle Atlantic | 613 | +12 | - 2 | 89,794 | +15 | 599,317 | 356 | +51 | - 2 | 53,397 | 107 | 87 | 106 |
| Automotive Supplies | 32 | + 5 | + 3 | 916 | + 9 | 6,337 | 23 | +55 | - 1 | 1,125 | 211 | 141 | 208 |
| Paints and Varnishes | 4 | + 8 | - 9 | 116 | +13 | 625 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 10 | +22 | - 9 | 3,319 | +38 | 21,986 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 6 | + 6 | + 5 | 847 | - 7 | 5,663 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 22 | - 8 | - 1 | 6,028 | + 1 | 38,168 | 6 | - 5 | - 7 | 1,396 | 119 | 130 | 127 |
| Dry Goods | 29 | -24 | - 5 | 3,659 | + 6 | 35,006 | 14 | +51 | - 6 | 3,802 | 230 | 121 | 219 |
| Full-line Electrical | 57 | +88 | - 2 | 13,395 | +120 | 70,689 | 54 | +137 | + 1 | 11,195 | 118 | 104 | 115 |
| Electrical Wiring Supplies, Construction Materials Distributors | 31 | +16 | - 6 | 923 | +33 | 4,828 | 18 | +48 | - 1 | 996 | 157 | 130 | 151 |
| Electrical Appliances and Specialties | 16 | +94 | - 3 | 3,501 | +106 | 11,184 | 7 | +126 | + 2 | 1,494 | 52 | 56 | 49 |
| Dairy and Poultry Products | 5 | + 4 | - 4 | 634 | +39 | 18,121 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 17 | - 2 | +15 | 1,789 | - 8 | 9,468 | 10 | +41 | + 5 | 62 | 8 | 6 | 9 |
| Farm Supplies | 4 | +58 | - 1 | 892 | +24 | 4,859 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 13 | + 6 | -16 | 1,577 | +26 | 10,978 | 8 | +11 | -24 | 575 | 56 | 46 | 64 |
| Groceries | 81 | - 3 | + 4 | 14,587 | - 1 | 97,525 | 36 | +17 | - 9 | 6,418 | 112 | 96 | 125 |
| Confectionery | 7 | -17 | -29 | 357 | + 4 | 2,390 | d | d | d | d | d | d | d |
| Meats and Meat Products | 9 | +64 | + 7 | 3,566 | +39 | 21,219 | 9 | +104 | - 5 | 1,893 | 53 | 43 | 60 |
| Beer | 9 | +17 | +12 | 352 | +13 | 1,937 | d | d | d | d | d | d | d |
| General Hardware | 26 | +11 | - 9 | 5,569 | +24 | 36,441 | 17 | +57 | - 1 | 6,443 | 205 | 151 | 178 |
| Industrial Supplies | 19 | +19 | - 1 | 1,652 | +42 | 14,347 | 12 | +27 | + 1 | 1,671 | 184 | 181 | 176 |
| Plumbing and Heating Supplies | 18 | +16 | -14 | 1,083 | +38 | 8,721 | 8 | +81 | + 6 | 367 | 160 | 133 | 146 |
| Jewelry | 19 | -38 | -20 | 696 | -27 | 3,260 | 8 | - 4 | + 4 | 1,575 | 324 | 202 | 250 |
| Optical Goods | 6 | - 8 | + 1 | 152 | - 1 | 838 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 14 | +32 | + 9 | 2,055 | +37 | 12,936 | 6 | +42 | + 4 | 647 | 43 | 39 | 52 |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | +17 | - 3 | 611 | +25 | 4,086 | d | d | d | d | d | d | d |
| Surgical, Medical Equipment and Supplies | 5 | +16 | -12 | 208 | +19 | 1,338 | 4 | +34 | + 7 | 324 | 240 | 213 | 180 |
| Paper and Its Products | 22 | +21 | - 7 | 2,237 | +30 | 15,272 | 12 | +57 | + 6 | 969 | 83 | 81 | 72 |
| Petroleum | 23 | +18 | + 9 | 784 | +17 | 4,227 | d | d | d | d | d | d | d |
| Tobacco Products | 69 | + 6 | - 5 | 13,548 | +10 | 74,456 | 41 | +22 | 0 | 6,096 | 58 | 51 | 55 |
| Leather and Shoe Findings | 9 | - 2 | +10 | 85 | -13 | 500 | d | d | d | d | d | d | d |

(Continued on next page)

40562

# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | June 1947 (Add 000) | Percent change from 6 mos. 1946 | Six months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | June 30, 1947 (Add 000) | June 1947 | June 1946 | May 1947 |
| | | June 1947 vs. June 1946 | June 1947 vs. May 1947 | | | | | June 1947 vs. June 1946 | June 1947 vs. May 1947 | | | | |
| East North Central | 586 | +31 | + 2 | $85,900 | + 28 | $541,260 | 377 | + 66 | 0 | $73,169 | 118 | 102 | 122 |
| Automotive Supplies | 49 | +12 | + 1 | 2,487 | + 18 | 16,207 | 37 | + 57 | - 1 | 2,887 | 157 | 111 | 168 |
| Paints and Varnishes | 6 | +18 | - 7 | 532 | + 27 | 3,587 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| Clothing and Furnishings, except Shoes | 6 | -41 | - 2 | 165 | - 29 | 1,198 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| Drugs and Sundries (liquor excluded) | 21 | + 9 | 0 | 5,357 | + 8 | 39,257 | 6 | + 40 | - 2 | 1,537 | 198 | 168 | 198 |
| Dry Goods | 6 | -11 | 0 | 1,057 | - 4 | 8,698 | 6 | + 84 | 0 | 1,655 | 157 | 76 | 156 |
| Full-line Electrical | 65 | +101 | + 3 | 19,940 | +117 | 102,914 | 61 | +139 | + 2 | 20,732 | 107 | 91 | 108 |
| Electrical Wiring Supplies, Construction Materials Distributors | 30 | +42 | - 3 | 1,365 | + 40 | 5,137 | 20 | + 80 | - 2 | 1,447 | 136 | 109 | 136 |
| Electrical Appliances and Specialties | 14 | +94 | - 7 | 1,549 | + 92 | 4,017 | 6 | +105 | + 3 | 550 | 71 | 66 | 59 |
| Dairy and Poultry Products | 10 | +41 | + 7 | 773 | + 43 | 5,403 | 5 | + 4 | +19 | 56 | 13 | 17 | 12 |
| Fresh Fruits and Vegetables | 14 | + 1 | -10 | 1,493 | - 2 | 6,743 | 9 | + 56 | + 1 | 153 | 27 | 18 | 25 |
| Farm Supplies | 5 | +15 | + 1 | 765 | 0 | 4,547 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| Furniture and House Furnishings | 5 | +25 | - 2 | 794 | + 21 | 5,092 | 4 | + 57 | + 3 | 455 | 70 | 56 | 67 |
| Groceries | 81 | +20 | +12 | 14,370 | + 8 | 104,580 | 57 | + 37 | - 7 | 13,090 | 121 | 110 | 146 |
| Confectionery | 9 | +20 | - 2 | 326 | + 8 | 1,572 | 4 | + 28 | - 5 | 59 | 74 | 70 | 78 |
| Meats and Meat Products | 15 | +85 | + 1 | 7,184 | + 57 | 40,966 | 12 | +101 | + 3 | 3,726 | 71 | 65 | 73 |
| Beer | 10 | +64 | + 4 | 525 | + 24 | 3,097 | 8 | +123 | - 8 | 158 | 34 | 24 | 39 |
| Wines and Liquor | 6 | - 6 | + 6 | 497 | - 26 | 5,516 | 6 | + 39 | - 4 | 1,002 | 202 | 136 | 224 |
| General hardware | 13 | +21 | - 4 | 6,578 | + 36 | 52,603 | 11 | + 52 | - 2 | 12,145 | 191 | 153 | 186 |
| Industrial supplies | 7 | +23 | + 2 | 719 | + 29 | 5,521 | 4 | + 50 | + 5 | 201 | 168 | 134 | 159 |
| Plumbing and Heating Supplies | 15 | +41 | 0 | 1,103 | + 40 | 6,657 | 12 | + 67 | - 4 | 1,763 | 182 | 151 | 190 |
| Jewelry | 54 | -29 | - 7 | 1,758 | - 23 | 5,284 | 26 | - 5 | + 3 | 2,468 | 196 | 156 | 187 |
| Lumber and Building Materials | 11 | +54 | + 5 | 907 | + 49 | 6,848 | 7 | +210 | - 1 | 486 | 94 | 50 | 109 |
| Machinery, Eqpt., and Supplies, except Electrical | 11 | +15 | - 9 | 858 | + 31 | 6,186 | 9 | + 56 | - 2 | 780 | 107 | 76 | 99 |
| Surgical, Medical Equipment Supplies | 7 | +38 | - 5 | 1,628 | + 38 | 9,345 | 5 | + 49 | 0 | 1,508 | 101 | 94 | 95 |
| Paper and Its Products | 20 | + 3 | + 4 | 4,386 | + 20 | 26,243 | 10 | + 48 | + 1 | 1,507 | 89 | 82 | 91 |
| Tobacco Products | 61 | + 9 | + 3 | 6,357 | + 4 | 42,010 | 28 | + 57 | +30 | 2,094 | 69 | 50 | 55 |
| Leather and Shoe Findings | 9 | -12 | - 8 | 145 | - 13 | 839 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| West North Central | 304 | +15 | - 1 | 53,161 | + 23 | 398,653 | 218 | + 50 | + 1 | 66,675 | 161 | 124 | 159 |
| Automotive Supplies | 29 | + 9 | - 4 | 2,577 | + 17 | 17,819 | 24 | + 98 | + 3 | 3,840 | 276 | 149 | 261 |
| Drugs and Sundries (liquor excluded) | 15 | + 4 | - 5 | 3,906 | + 7 | 27,552 | 5 | - 7 | 0 | 2,003 | 205 | 211 | 190 |
| Dry Goods | 6 | -21 | - 7 | 7,120 | - 5 | 43,620 | 6 | + 25 | + 1 | 14,719 | 207 | 130 | 192 |
| Full-line Electrical | 34 | +110 | + 4 | 8,558 | +119 | 45,928 | 33 | +142 | + 1 | 9,271 | 110 | 98 | 114 |
| Electrical Wiring Supplies, Construction Materials Distributors | 6 | +37 | - 4 | 590 | + 40 | 3,213 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| Electrical Appliances and Specialties | 11 | +59 | + 1 | 1,017 | + 77 | 2,845 | 9 | + 86 | - 1 | 1,155 | 120 | 105 | 124 |
| Fresh Fruits and Vegetables | 6 | +10 | + 1 | 428 | + 6 | 3,588 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| Furniture and House Furnishings | 5 | +37 | +11 | 2,631 | + 48 | 28,276 | 4 | + 37 | + 5 | 2,095 | 81 | 83 | 86 |
| Groceries | 62 | +17 | +15 | 9,145 | + 5 | 70,702 | 46 | + 47 | - 5 | 12,213 | 177 | 134 | 205 |
| Confectionery | 5 | +13 | - 1 | 354 | + 12 | 2,006 | 5 | + 50 | - 6 | 175 | 49 | 38 | 52 |
| Beer | 7 | +97 | + 8 | 118 | + 56 | 1,995 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| General Hardware | 14 | +13 | - 5 | 5,398 | + 39 | 56,909 | 14 | + 40 | + 3 | 10,652 | 197 | 159 | 182 |
| Industrial Supplies | 6 | +21 | + 3 | 484 | + 24 | 3,543 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| Plumbing and Heating Supplies | 11 | +40 | -13 | 1,352 | + 48 | 8,031 | 8 | +116 | - 7 | 1,040 | 121 | 88 | 119 |
| Jewelry | 12 | -32 | -26 | 555 | - 25 | 823 | 7 | + 20 | 0 | 1,348 | 385 | 194 | 295 |
| Lumber and Building Materials | 4 | +58 | + 2 | 179 | + 70 | 5,641 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| Paper and Its Products | 4 | +56 | +11 | 162 | + 13 | 1,648 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |
| Tobacco Products | 29 | +16 | + 3 | 3,124 | + 8 | 16,381 | 18 | + 65 | + 7 | 1,273 | 73 | 50 | 73 |
| Leather and Shoe Findings | 6 | -13 | -10 | 76 | - 12 | 444 | (d) | (d) | (d) | (d) | (d) | (d) | (d) |

(continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | June 1947 (Add 000) | Percent change from 6 mos. 1946 | Six Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | June 30, 1947 (Add 000) | June 1947 | June 1946 | May 1947 |
| | | June 1947 vs. June 1946 | June 1947 vs. May 1947 | | | | | June 1947 vs. June 1946 | June 1947 vs. May 1947 | | | | |
| South Atlantic | 392 | +34 | - 2 | $46,305 | +30 | $297,551 | 241 | +75 | + 3 | $35,263 | 120 | 101 | 117 |
| Automotive Supplies | 16 | +15 | -11 | 573 | +10 | 6,516 | 13 | +92 | +19 | 918 | 256 | 160 | 210 |
| Clothing and Furnishings, except Shoes | 5 | -38 | -11 | 157 | -29 | 1,073 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 5 | +26 | -29 | 1,550 | +17 | 13,365 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 26 | + 7 | - 6 | 3,893 | + 9 | 26,770 | 9 | +13 | - 1 | 2,933 | 228 | 209 | 214 |
| Dry Goods | 9 | -12 | -11 | 1,502 | + 7 | 10,846 | 5 | +85 | + 8 | 3,631 | 358 | 180 | 302 |
| Full-line Electrical | 55 | +138 | + 6 | 11,625 | +133 | 60,611 | 52 | +144 | + 4 | 9,171 | 112 | 127 | 118 |
| Electrical Wiring Supplies, Construction Materials Distributors | 13 | +61 | +11 | 599 | +109 | 7,214 | 8 | +131 | - 4 | 435 | 146 | 99 | 168 |
| Electrical Appliances and Specialties | 13 | +81 | +18 | 1,389 | +68 | 3,045 | 13 | +136 | + 3 | 1,541 | 111 | 85 | 127 |
| Dairy and Poultry Products | 4 | +12 | -10 | 227 | +16 | 1,432 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 10 | - 3 | -10 | 890 | - 2 | 4,143 | 5 | + 7 | + 1 | 72 | 20 | 18 | 18 |
| Furniture and House Furnishings | 5 | -22 | -37 | 326 | +27 | 3,028 | d | d | d | d | d | d | d |
| Groceries | 99 | +21 | 0 | 10,260 | +16 | 69,614 | 47 | +44 | - 2 | 5,367 | 102 | 84 | 106 |
| Confectionery | 15 | + 8 | - 8 | 408 | +16 | 2,805 | 7 | +50 | -12 | 300 | 89 | 66 | 97 |
| Meats and Meat Products | 5 | +127 | +13 | 1,371 | +36 | 7,091 | 4 | +69 | + 3 | 524 | 38 | 51 | 42 |
| Beer | 8 | +11 | + 9 | 342 | -18 | 2,082 | 4 | + 9 | - 8 | 104 | 42 | 38 | 47 |
| General Hardware | 16 | +15 | - 9 | 2,174 | +31 | 23,531 | 11 | +100 | + 4 | 2,283 | 199 | 124 | 158 |
| Industrial Supplies | 7 | +53 | -13 | 932 | +54 | 8,247 | 5 | +43 | - 6 | 1,086 | 129 | 136 | 121 |
| Jewelry | 7 | -14 | + 2 | 128 | -18 | 416 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 9 | +42 | - 7 | 1,128 | +51 | 8,172 | 4 | +123 | +13 | 712 | 142 | 95 | 111 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | +35 | + 3 | 249 | +29 | 1,930 | d | d | d | d | d | d | d |
| Paper and Its Products | 8 | +34 | - 5 | 740 | +31 | 4,327 | d | d | d | d | d | d | d |
| Tobacco Products | 19 | - 3 | - 5 | 2,839 | + 3 | 14,983 | 11 | +23 | + 1 | 786 | 36 | 28 | 34 |
| East South Central | 146 | +28 | - 5 | 20,983 | +28 | 133,845 | 85 | +72 | 0 | 15,604 | 119 | 101 | 118 |
| Automotive Supplies | 4 | -24 | - 6 | 179 | -15 | 938 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 13 | + 3 | - 6 | 2,394 | + 6 | 16,261 | d | d | d | d | d | d | d |
| Dry Goods | 8 | -26 | -14 | 1,062 | - 8 | 9,292 | 4 | +36 | + 9 | 1,729 | 240 | 135 | 190 |
| Full-line Electrical | 18 | +101 | +10 | 4,146 | +104 | 19,726 | 17 | +162 | + 4 | 4,341 | 106 | 82 | 114 |
| Electrical Wiring Supplies, Construction Materials Distributors | 6 | +80 | - 7 | 427 | +93 | 1,187 | 6 | +151 | +17 | 396 | 93 | 87 | 74 |
| Fresh Fruits and Vegetables | 6 | +17 | -10 | 275 | - 6 | 1,241 | d | d | d | d | d | d | d |
| Groceries | 31 | +32 | - 5 | 3,610 | +18 | 25,839 | 19 | +57 | - 4 | 2,587 | 106 | 92 | 105 |
| Confectionery | 7 | +10 | -18 | 260 | +14 | 1,928 | d | d | d | d | d | d | d |
| Beer | 5 | +84 | - 2 | 107 | +26 | 508 | 5 | +83 | -20 | 64 | 60 | 60 | 73 |
| General Hardware | 11 | +11 | -11 | 3,424 | +36 | 21,540 | 5 | +57 | - 1 | 2,547 | 147 | 145 | 144 |
| Industrial Supplies | 4 | + 4 | -36 | 412 | +29 | 2,890 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 4 | +68 | -17 | 829 | +155 | 3,881 | d | d | d | d | d | d | d |
| Tobacco Products | 8 | 0 | - 1 | 882 | + 1 | 4,608 | d | d | d | d | d | d | d |
| West South Central | 243 | +24 | - 5 | 38,378 | +24 | 253,571 | 164 | +64 | - 1 | 42,898 | 151 | 119 | 142 |
| Automotive Supplies | 14 | - 3 | - 6 | 711 | + 1 | 5,471 | 11 | +89 | - 2 | 1,355 | 211 | 112 | 193 |
| Drugs and Sundries (liquor excluded) | 13 | - 4 | -13 | 3,379 | + 4 | 24,806 | 9 | +15 | - 1 | 4,778 | 270 | 219 | 241 |
| Dry Goods | 4 | -19 | - 9 | 437 | -23 | 4,301 | d | d | d | d | d | d | d |
| Full-line Electrical | 39 | +116 | 0 | 7,168 | +118 | 37,971 | 39 | +158 | + 3 | 8,143 | 114 | 96 | 111 |
| Electrical Wiring Supplies, Construction Materials Distributors | 5 | +87 | - 9 | 332 | +56 | 1,530 | d | d | d | d | d | d | d |
| Electrical Appliances and Specialties | 5 | +25 | -15 | 921 | +42 | 1,738 | d | d | d | d | d | d | d |
| Groceries | 78 | +13 | + 1 | 10,295 | +14 | 75,792 | 48 | +38 | - 8 | 8,193 | 114 | 96 | 127 |
| Confectionery | 4 | - 5 | -23 | 88 | +40 | 787 | d | d | d | d | d | d | d |
| Beer | 5 | +55 | -11 | 185 | +52 | 395 | d | d | d | d | d | d | d |
| General Hardware | 15 | +33 | - 3 | 4,709 | +32 | 29,645 | 9 | +77 | - 2 | 8,253 | 223 | 158 | 211 |
| Industrial Supplies | 5 | +32 | - 2 | 2,837 | +39 | 18,737 | 4 | +66 | + 1 | 4,937 | 272 | 194 | 242 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | +24 | -24 | 1,294 | +39 | 8,794 | d | d | d | d | d | d | d |
| Tobacco Products | 16 | +14 | - 3 | 1,378 | +27 | 10,335 | 7 | +13 | 0 | 288 | 51 | 50 | 49 |

(Continued on next page)

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# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JUNE 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | June 1947 (Add 000) | Percent change from 6 mos. 1946 | Six Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | June 30, 1947 (Add 000) | June 1947 | June 1946 | May 1947 |
| | | June 1947 vs. June 1946 | June 1947 vs. May 1947 | | | | | June 1947 vs. June 1946 | June 1947 vs. May 1947 | | | | |
| Mountain | 134 | +30 | + 2 | $17,854 | +32 | $105,504 | 98 | +72 | - 2 | $20,375 | 150 | 113 | 159 |
| Automotive Supplies | 11 | +16 | + 3 | 700 | +25 | 4,862 | 5 | +68 | - 2 | 348 | 243 | 134 | 248 |
| Drugs and Sundries (liquor excluded) | 10 | + 3 | -11 | 1,424 | +18 | 10,460 | 5 | 0 | - 4 | 1,872 | 216 | 234 | 222 |
| Full-line Electrical | 14 | +159 | + 1 | 3,031 | +133 | 15,390 | 14 | +234 | + 7 | 4,240 | 140 | 108 | 132 |
| Electrical Wiring Supplies, Construction Materials Distributors | 4 | +29 | + 5 | 199 | +21 | 969 | d | d | d | d | d | d | d |
| Electrical Appliances and Specialties | 6 | +46 | - 2 | 618 | +59 | 1,905 | 4 | +39 | - 3 | 480 | 104 | 108 | 103 |
| Groceries | 29 | +16 | +19 | 4,097 | +11 | 20,922 | 28 | +57 | - 5 | 6,955 | 171 | 126 | 216 |
| General Hardware | 6 | +31 | - 8 | 1,615 | +42 | 10,734 | 4 | +142 | - 4 | 1,184 | 176 | 87 | 171 |
| Lumber and Building Materials | 4 | +106 | - 3 | 1,478 | +89 | 9,109 | d | d | d | d | d | d | d |
| Tobacco Products | 13 | - 9 | +10 | 1,119 | - 4 | 4,329 | 7 | + 4 | - 5 | 346 | 78 | 69 | 78 |
| Pacific | 331 | +119 | + 4 | 56,565 | +20 | 400,888 | 201 | +77 | + 1 | 61,268 | 179 | 130 | 184 |
| Automotive Supplies | 49 | + 5 | - 3 | 2,580 | +15 | 18,672 | 26 | +72 | + 2 | 3,514 | 272 | 183 | 249 |
| Clothing and Furnishings, except Shoes | 6 | -27 | -24 | 124 | -10 | 1,033 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 6 | +83 | +13 | 389 | +35 | 2,418 | 5 | +265 | - 4 | 835 | 220 | 113 | 256 |
| Drugs and Sundries (liquor excluded) | 15 | + 4 | + 4 | 5,458 | 0 | 32,847 | 5 | +14 | - 7 | 4,117 | 245 | 260 | 288 |
| Dry Goods | 8 | +12 | +13 | 1,708 | +21 | 10,475 | d | d | d | d | d | d | d |
| Full-line Electrical | 39 | +108 | + 7 | 11,055 | +109 | 64,033 | 39 | +167 | + 7 | 18,103 | 164 | 128 | 164 |
| Electrical Wiring Supplies, Construction Materials Distributors | 11 | - 2 | + 2 | 544 | +19 | 2,186 | 7 | +70 | - 2 | 775 | 195 | 110 | 206 |
| Electrical Appliances and Specialties | 6 | +53 | 0 | 417 | +88 | 2,557 | 5 | +140 | + 3 | 533 | 226 | 114 | 199 |
| Fresh Fruits and Vegetables | 6 | -22 | -13 | 1,085 | + 9 | 6,972 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 8 | +127 | - 7 | 1,221 | +54 | 14,759 | 5 | +57 | - 3 | 830 | 77 | 129 | 74 |
| Groceries | 40 | +19 | +16 | 12,036 | + 2 | 99,858 | 22 | +59 | - 1 | 9,044 | 144 | 103 | 162 |
| General Hardware | 12 | + 6 | - 5 | 7,097 | +27 | 45,526 | 8 | +71 | 0 | 13,869 | 282 | 165 | 264 |
| Industrial Supplies | 5 | -12 | + 4 | 390 | + 9 | 8,790 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 6 | +45 | + 9 | 1,133 | +52 | 5,850 | d | d | d | d | d | d | d |
| Jewelry | 24 | -24 | -10 | 652 | -17 | 4,216 | 18 | - 7 | - 5 | 1,242 | 235 | 192 | 217 |
| Lumber and Building Materials | 10 | +45 | - 1 | 1,206 | +49 | 8,458 | 8 | +109 | -12 | 974 | 116 | 90 | 131 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | - 7 | -19 | 828 | +27 | 5,680 | 6 | +75 | - 1 | 981 | 202 | 124 | 182 |
| Metals | 4 | + 1 | + 5 | 600 | +15 | 3,872 | d | d | d | d | d | d | d |
| Tobacco Products | 28 | + 3 | - 8 | 2,880 | - 3 | 17,142 | 14 | +17 | - 5 | 561 | 55 | 50 | 57 |
| Leather and Shoe Findings | 6 | -18 | - 8 | 302 | 0 | 1,756 | 4 | +65 | + 2 | 603 | 464 | 194 | 351 |

a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Insufficient data to show separately.

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## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | Number of firms reporting | Collection Percentages[a] | | | Accounts Receivable | | |
|---|---|---|---|---|---|---|---|
| | | June 1947 | June 1948 | May 1947 | Percent change June 1947 vs. June 1948 | Percent change June 1947 vs. May 1947 | As of June 1, 1947 (Add 000) |
| New England | 154 | 107 | 115 | 109 | +41 | + 5 | 215,437 |
| Automotive Supplies | 5 | 85 | 92 | 85 | +23 | 0 | 451 |
| Drugs and Sundries (liquor excluded) | 6 | 118 | 119 | 122 | +10 | - 4 | 652 |
| Dry Goods | 4 | 112 | 110 | 89 | -19 | - 9 | 164 |
| Full-line Electrical | 28 | 84 | 95 | 67 | +180 | +14 | 4,041 |
| Electrical Wiring Supplies, Construction Materials Distributors | 12 | 84 | 90 | 94 | +58 | + 5 | 458 |
| Electrical Appliances and Specialties | 5 | 125 | 177 | 153 | +215 | +26 | 309 |
| Fresh Fruits and Vegetables | 8 | 262 | 274 | 218 | + 8 | +18 | 182 |
| Industrial Supplies | 5 | 84 | 91 | 67 | +28 | 0 | 455 |
| Plumbing and Heating Supplies | 5 | 73 | 80 | 76 | +58 | + 6 | 319 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | 74 | 82 | 68 | +21 | - 2 | 277 |
| Metals | 4 | 110 | 103 | 121 | +11 | +11 | 81 |
| Paper and Its Products | 4 | 90 | 94 | 98 | +18 | + 2 | 282 |
| Tobacco Products | 15 | 193 | 190 | 182 | + 4 | - 1 | 1,287 |
| Middle Atlantic | 495 | 123 | 130 | 122 | +28 | 0 | 58,225 |
| Automotive Supplies | 29 | 72 | 62 | 78 | +23 | 0 | 651 |
| Clothing and Furnishings, except Shoes | 6 | 117 | 115 | 117 | +19 | 0 | 3,061 |
| Shoes and Other Footwear | 5 | 65 | 92 | 67 | +40 | - 1 | 1,164 |
| Drugs and Sundries (liquor excluded) | 10 | 96 | 68 | 95 | -24 | - 2 | 2,347 |
| Dry Goods | 25 | 67 | 93 | 90 | - 4 | - 7 | 3,038 |
| Full-line Electrical | 58 | 98 | 114 | 101 | +177 | + 7 | 9,957 |
| Electrical Wiring Supplies, Construction Materials Distributors | 26 | 64 | 96 | 84 | +55 | - 1 | 1,023 |
| Electrical Appliances and Specialties | 12 | 143 | 118 | 125 | +104 | -11 | 2,638 |
| Dairy and Poultry Products | 5 | 214 | 256 | 245 | +26 | +15 | 252 |
| Fresh Fruits and Vegetables | 14 | 155 | 175 | 177 | +22 | +40 | 650 |
| Farm Supplies | 4 | 381 | 317 | 337 | +26 | 0 | 231 |
| Furniture and House Furnishings | 12 | 91 | 105 | 93 | +41 | - 1 | 1,909 |
| Meats and Meat Products | 9 | 224 | 205 | 212 | +34 | + 3 | 1,424 |
| Groceries | 60 | 156 | 173 | 158 | + 4 | + 1 | 7,582 |
| Beer | 5 | 194 | 205 | 239 | +37 | +44 | 108 |
| General Hardware | 22 | 90 | 105 | 93 | +38 | - 4 | 8,022 |
| Industrial Supplies | 17 | 67 | 66 | 67 | +22 | - 7 | 1,436 |
| Plumbing and Heating Supplies | 18 | 81 | 93 | 81 | +44 | + 8 | 1,395 |
| Jewelry | 18 | 68 | 75 | 64 | -30 | - 6 | 832 |
| Optical Goods | 6 | 94 | 101 | 100 | + 5 | 0 | 185 |
| Lumber and Building Materials | 13 | 100 | 111 | 103 | +33 | -11 | 1,642 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | 104 | 105 | 100 | +25 | + 1 | 592 |
| Surgical, Medical, Equipment, Supplies | 5 | 75 | 59 | 63 | +23 | - 6 | 293 |
| Paper and Its Products | 17 | 100 | 99 | 95 | +31 | - 5 | 1,974 |
| Tobacco Products | 51 | 260 | 265 | 248 | +14 | - 1 | 4,287 |
| Leather and Shoe Findings | 5 | 90 | 93 | 95 | -11 | - 2 | 41 |
| East North Central | 430 | 116 | 124 | 117 | +49 | + 3 | 51,738 |
| Automotive Supplies | 42 | 107 | 116 | 103 | +17 | - 9 | 1,261 |
| Paints and Varnishes | 6 | 79 | 78 | 78 | +21 | - 7 | 702 |
| Clothing and Furnishings, except Shoes | 5 | 86 | 105 | 77 | - 8 | - 8 | 209 |
| Drugs and Sundries (liquor excluded) | 10 | 105 | 117 | 106 | +27 | - 1 | 1,516 |
| Dry Goods | 6 | 82 | 89 | 81 | + 2 | - 2 | 1,319 |
| Full-line Electrical | 47 | 104 | 101 | 104 | +150 | 0 | 12,144 |
| Electrical Wiring Supplies, Construction Materials Distributors | 23 | 68 | 98 | 88 | +84 | +10 | 1,274 |
| Electrical Appliances and Specialties | 12 | 117 | 120 | 128 | +126 | +18 | 1,145 |
| Dairy and Poultry Products | 5 | 172 | 207 | 188 | +54 | +18 | 106 |
| Fresh Fruits and Vegetables | 6 | 301 | 322 | 477 | +12 | +85 | 384 |
| Furniture and House Furnishings | 5 | 122 | 125 | 119 | +30 | - 1 | 672 |
| Groceries | 57 | 198 | 220 | 187 | +25 | + 3 | 4,315 |
| Confectionery | 6 | 176 | 147 | 170 | - 8 | 0 | 64 |
| Meats and Meat Products | 14 | 231 | 290 | 280 | +115 | +35 | 2,800 |
| Wines and Liquors | 4 | 113 | 132 | 135 | +34 | - 3 | 91 |
| General Hardware | 13 | 97 | 108 | 99 | +41 | - 3 | 8,731 |
| Industrial Supplies | 7 | 94 | 95 | 87 | +27 | - 6 | 796 |
| Plumbing and Heating Supplies | 13 | 66 | 99 | 89 | +51 | + 3 | 1,207 |
| Jewelry | 36 | 70 | 72 | 68 | -21 | + 1 | 2,246 |
| Lumber and Building Materials | 11 | 111 | 139 | 120 | +73 | + 1 | 759 |
| Machinery, Eqpt., and Supplies, except Electrical | 8 | 65 | 91 | 81 | +52 | -12 | 626 |
| Surgical, Medical, Equipment, Supplies | 7 | 58 | 59 | 58 | +46 | - 3 | 2,802 |
| Paper and Its Products | 20 | 93 | 100 | 107 | +37 | + 7 | 4,401 |
| Tobacco Products | 34 | 184 | 181 | 165 | +20 | +10 | 2,734 |
| Leather and Shoe Findings | 8 | 97 | 117 | 104 | +10 | + 6 | 114 |
| West North Central | 225 | 98 | 104 | 93 | +30 | - 4 | 44,150 |
| Automotive Supplies | 28 | 91 | 95 | 94 | +30 | + 2 | 2,696 |
| Drugs and Sundries (liquor excluded) | 8 | 117 | 122 | 117 | + 1 | -10 | 1,306 |
| Dry Goods | 6 | 62 | 72 | 84 | + 5 | + 2 | 11,909 |
| Full-line Electrical | 24 | 85 | 62 | 65 | +176 | - 6 | 8,037 |
| Electrical Wiring Supplies, Construction Materials Distributors | 5 | 91 | 93 | 91 | +49 | + 5 | 514 |
| Electrical Appliances and Specialties | 10 | 108 | 65 | 108 | + 4 | - 8 | 648 |
| Fresh Fruits and Vegetables | 4 | 220 | 219 | 223 | + 2 | + 4 | 118 |
| Furniture and House Furnishings | 5 | 119 | 132 | 90 | +45 | -16 | 2,013 |
| Groceries | 49 | 161 | 173 | 155 | +13 | + 5 | 4,422 |
| Beer | 4 | 217 | 208 | 217 | +50 | 0 | 18 |
| General Hardware | 14 | 107 | 124 | 100 | +41 | -18 | 5,659 |
| Industrial Supplies | 8 | 97 | 103 | 92 | +30 | -11 | 491 |
| Plumbing and Heating Supplies | 10 | 78 | 94 | 81 | +86 | + 6 | 1,396 |
| Jewelry | 9 | 74 | 71 | 73 | -13 | - 8 | 899 |
| Tobacco Products | 12 | 211 | 208 | 194 | +13 | - 1 | 504 |
| Leather and Shoe Findings | 5 | 73 | 81 | 82 | - 6 | + 4 | 95 |

(Continued on next page)

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## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

JUNE 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | Number of firms reporting | Collection Percentages[a] | | | Accounts Receivable | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | As of June 1, 1947 |
| | | June 1947 | June 1946 | May 1947 | June 1947 vs. June 1946 | June 1947 vs. May 1947 | (Add 000) |
| South Atlantic | 301 | 112 | 121 | 112 | + 50 | 0 | $29,920 |
| Automotive Supplies | 12 | 87 | 96 | 92 | + 28 | + 4 | 364 |
| Clothing and Furnishings, except Shoes | 4 | 76 | 94 | 76 | - 9 | -11 | 178 |
| Shoes and Other Footwear | 4 | 65 | 77 | 67 | + 32 | - 3 | 3,330 |
| Drugs and Sundries (liquor excluded) | 15 | 116 | 117 | 117 | + 7 | - 4 | 1,925 |
| Dry Goods | 7 | 75 | 88 | 71 | + 33 | 0 | 2,049 |
| Full Line Electrical | 53 | 95 | 97 | 95 | +166 | - 1 | 7,733 |
| Electrical Wiring Supplies, Construction Materials Distributors | 13 | 79 | 89 | 93 | + 78 | +19 | 599 |
| Electrical Appliances and Specialties | 13 | 150 | 107 | 128 | + 47 | - 5 | 922 |
| Dairy and Poultry Products | 4 | 144 | 146 | 158 | + 7 | + 2 | 115 |
| Fresh Fruits and Vegetables | 8 | 171 | 153 | 183 | - 5 | + 8 | 273 |
| Groceries | 69 | 171 | 177 | 177 | + 22 | 0 | 3,887 |
| Confectionery | 6 | 123 | 135 | 120 | + 24 | + 5 | 197 |
| Meats and Meat Products | 4 | 317 | 275 | 310 | + 77 | +17 | 428 |
| General Hardware | 16 | 96 | 102 | 95 | + 35 | + 1 | 2,312 |
| Industrial Supplies | 5 | 97 | 103 | 99 | + 90 | + 1 | 904 |
| Lumber and Building Materials | 8 | 129 | 139 | 124 | + 52 | - 6 | 896 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | 65 | 110 | 66 | + 60 | +15 | 158 |
| Paper and Its Products | 7 | 104 | 93 | 95 | + 32 | -10 | 656 |
| Tobacco Products | 14 | 162 | 181 | 173 | + 19 | + 7 | 1,354 |
| East South Central | 105 | 114 | 121 | 118 | + 47 | + 3 | 13,181 |
| Automotive Supplies | 4 | 82 | 102 | 89 | - 7 | - 9 | 199 |
| Drugs and Sundries (liquor excluded) | 5 | 98 | 103 | 99 | + 8 | - 6 | 621 |
| Dry Goods | 8 | 78 | 95 | 83 | + 3 | - 7 | 1,493 |
| Full Line Electrical | 11 | 112 | 111 | 115 | +126 | + 6 | 2,040 |
| Electrical Wiring Supplies, Construction Materials Distributors | 6 | 65 | 74 | 64 | +137 | +15 | 725 |
| Fresh Fruits and Vegetables | 5 | 243 | 243 | 196 | + 19 | - 9 | 99 |
| Groceries | 25 | 159 | 152 | 164 | + 18 | + 3 | 1,945 |
| General Hardware | 7 | 98 | 92 | 98 | + 58 | + 5 | 2,304 |
| Industrial Supplies | 4 | 82 | 99 | 89 | + 76 | +21 | 673 |
| Lumber and Building Materials | 4 | 154 | 205 | 175 | +109 | + 6 | 451 |
| Tobacco Products | 6 | 193 | 184 | 171 | - 7 | -18 | 267 |
| West South Central | 174 | 113 | 120 | 115 | + 37 | - 2 | 23,521 |
| Automotive Supplies | 10 | 78 | 99 | 90 | + 11 | -10 | 632 |
| Drugs and Sundries (liquor excluded) | 11 | 107 | 115 | 107 | + 8 | - 9 | 2,254 |
| Dry Goods | 4 | 66 | 88 | 67 | 0 | 0 | 707 |
| Electrical Wiring Supplies, Construction Materials Distributors | 4 | 76 | 87 | 82 | +166 | - 3 | 396 |
| Electrical Appliances and Specialties | 5 | 91 | 92 | 98 | + 55 | -10 | 1,033 |
| Groceries | 55 | 200 | 185 | 205 | + 1 | - 1 | 3,626 |
| General Hardware | 13 | 105 | 117 | 110 | + 42 | + 8 | 3,241 |
| Industrial Supplies | 4 | 95 | 99 | 101 | + 28 | + 7 | 1,923 |
| Tobacco Products | 9 | 167 | 116 | 152 | - 11 | - 1 | 263 |
| Mountain | 102 | 125 | 145 | 123 | + 52 | + 3 | 9,296 |
| Automotive Supplies | 8 | 87 | 99 | 90 | + 42 | - 1 | 582 |
| Drugs and Sundries (liquor excluded) | 5 | 191 | 262 | 194 | + 10 | 0 | 205 |
| Electrical Wiring Supplies, Construction Materials Distributors | 4 | 72 | 71 | 82 | + 30 | + 5 | 227 |
| Electrical Appliances and Specialties | 4 | 105 | 118 | 115 | + 99 | +17 | 175 |
| Groceries | 28 | 169 | 172 | 162 | + 7 | + 6 | 2,185 |
| Lumber and Building Materials | 4 | 99 | 120 | 96 | +182 | - 1 | 1,371 |
| Tobacco Products | 10 | 161 | 164 | 162 | - 9 | + 4 | 309 |
| Pacific | 239 | 106 | 113 | 104 | + 36 | - 3 | 38,004 |
| Automotive Supplies | 29 | 82 | 89 | 82 | + 10 | - 4 | 1,383 |
| Clothing and Furnishings, except Shoes | 5 | 64 | 97 | 65 | + 12 | + 5 | 257 |
| Shoes and Other Footwear | 6 | 88 | 109 | 89 | + 76 | - 3 | 423 |
| Drugs and Sundries (liquor excluded) | 5 | 107 | 99 | 100 | - 33 | -15 | 1,500 |
| Dry Goods | 6 | 89 | 110 | 102 | + 41 | + 3 | 1,491 |
| Full Line Electrical | 27 | 91 | 90 | 92 | +143 | - 3 | 7,934 |
| Electrical Wiring Supplies, Construction Materials Distributors | 8 | 80 | 81 | 87 | + 24 | + 4 | 488 |
| Electrical Appliances and Specialties | 5 | 105 | 90 | 94 | + 43 | - 4 | 298 |
| Fresh Fruits and Vegetables | 5 | 208 | 206 | 207 | - 19 | -12 | 483 |
| Furniture and House Furnishings | 8 | 97 | 97 | 83 | +191 | -11 | 1,410 |
| Groceries | 30 | 177 | 176 | 155 | + 10 | - 4 | 5,181 |
| General Hardware | 12 | 94 | 100 | 97 | + 38 | 0 | 8,126 |
| Industrial Supplies | 4 | 57 | 64 | 56 | + 16 | -11 | 573 |
| Plumbing and Heating Supplies | 6 | 78 | 82 | 80 | + 25 | - 6 | 1,183 |
| Jewelry | 18 | 49 | 69 | 47 | + 5 | - 1 | 954 |
| Lumber and Building Materials | 10 | 95 | 106 | 100 | + 59 | - 3 | 1,228 |
| Machinery, Eqpt., and Supplies, except Electrical | 7 | 74 | 83 | 77 | + 20 | 0 | 971 |
| Metals | 4 | 104 | 96 | 107 | + 4 | 0 | 619 |
| Tobacco Products | 22 | 138 | 141 | 138 | + 11 | 0 | 1,608 |
| Leather and Shoe Findings | 4 | 69 | 85 | 71 | + 8 | - 3 | 431 |

[a] Collection Percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wisc.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

Ref

MONTHLY

# WHOLESALE TRADE
REPORT*

**DEPARTMENT OF COMMERCE**
W. AVERELL HARRIMAN, *Secretary*
**BUREAU OF THE CENSUS**
J. C. CAPT, *Director*

## SALES, INVENTORIES, AND CREDITS
### UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
### JULY 1947

11 1947

For Release
September 2, 1947

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,041 merchant wholesalers representing all parts of the country.

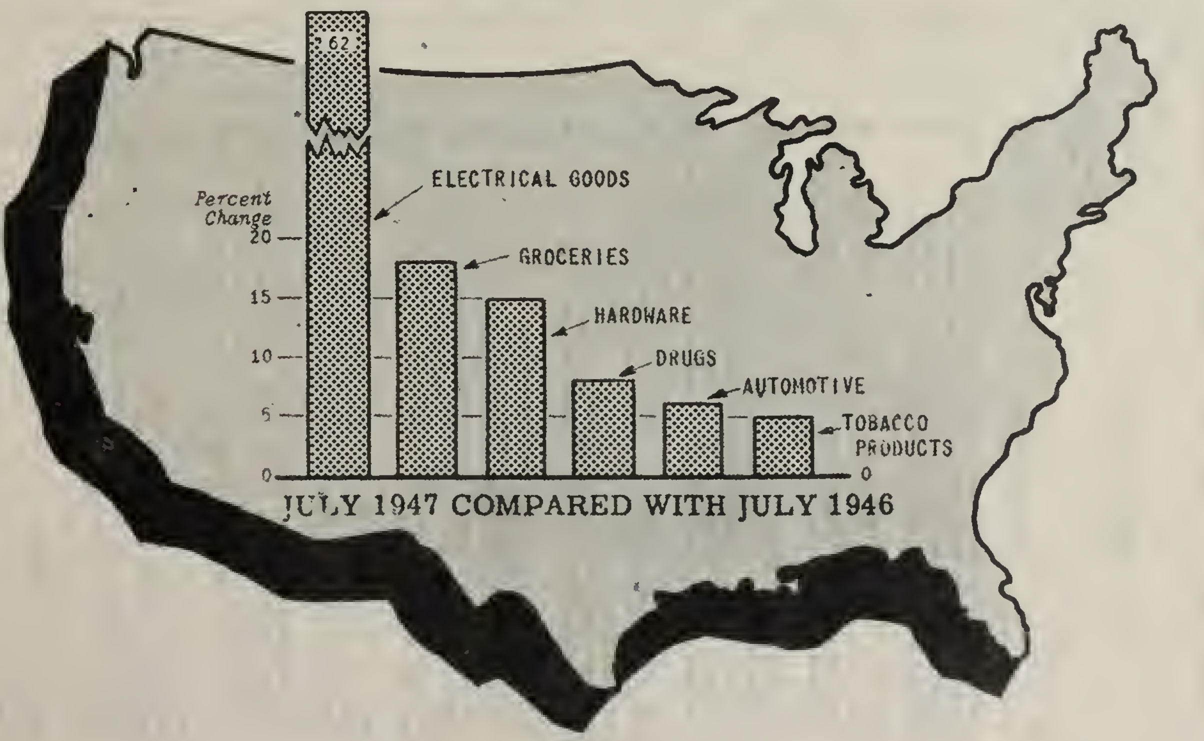
July sales were up 19 percent over July of last year and were up only slightly (2 percent) from June of this year. Dollar sales, all trades combined, for the first seven months of this year were up 24 percent over the corresponding period of last year.

Trades showing the largest increases in dollar volume in July over July 1946 included electrical goods, 62 percent; beer, 50 percent; shoes and other footwear, 46 percent; and paints and varnishes, 37 percent. Of the 34 trades for which data are shown separately in the accompanying tables, 24 recorded sales increases over July 1946, and 10 reported decreases. Comparing the first seven months of 1947 with the corresponding period of 1946, electrical goods sales were up 100 percent; meats, 70 percent; lumber and building materials, 54 percent; and paints, 47 percent.

Inventories, valued at cost, were up 56 percent over July 31 of last year, but they registered little change (off one percent) from June 30 of this year. It might be pointed out that of the inventory accumulations since June of last year, the largest occurred during the period September through January. Since January of this year, the increase in dollar inventories has, for the most part, reflected increases in prices.

Beginning-of-July accounts receivable were 38 percent above a year earlier, but they were off slightly (2 percent) from June 1 of this year. With accounts receivable increasing at a more rapid rate than dollar sales, the collection period is increasing. It is still considerably short of the pre-war, however, for most lines of trade.

TRENDS IN SALES - SIX TRADES



JULY 1947 COMPARED WITH JULY 1946

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

40644

# DEPARTMENT OF COMMERCE
# BUREAU OF THE CENSUS
# WASHINGTON

## WHOLESALERS' SALES AND INVENTORIES

JULY 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | July 1947 (Add 000) | Percent change From 7 Mos. 1946 | Seven Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | July 31, 1947 (Add 000) | July 1947 | July 1946 | June 1947 |
| | | July 1947 vs July 1946 | July 1947 vs June 1947 | | | | | July 1947 vs July 1946 | July 1947 vs June 1947 | | | | |
| UNITED STATES | 3,041 | + 19 | + 2 | $475,039 | + 24 | $3,678,370 | 1,882 | + 56 | - 1 | $390,656 | 128 | 102 | 132 |
| Automotive Supplies | 197 | + 6 | + 4 | 11,124 | + 12 | 116,084 | 130 | + 53 | - 3 | 12,466 | 188 | 131 | 206 |
| Chemicals (industrial) | 12 | - 2 | - 4 | 831 | + 29 | 12,152 | 9 | + 45 | + 1 | 834 | 128 | 87 | 125 |
| Paints and Varnishes | 56 | + 37 | - 5 | 7,088 | + 47 | 53,171 | 14 | + 80 | -12 | 3,164 | 120 | 91 | 138 |
| Clothing and Furnishings, except Shoes | 26 | + 10 | 0 | 3,110 | + 18 | 31,047 | 11 | + 89 | + 9 | 1,030 | 197 | 88 | 179 |
| Shoes and Other Footwear | 29 | + 48 | +17 | 23,838 | + 24 | 161,924 | 20 | + 68 | - 7 | 8,687 | 85 | 62 | 105 |
| Coal | 7 | + 5 | + 8 | 1,353 | + 41 | 30,511 | 4 | + 37 | 0 | 1,209 | 227 | 187 | 252 |
| Drugs and Sundries (liquor excluded) | 148 | + 8 | + 9 | 35,112 | + 6 | 265,709 | 46 | + 10 | 0 | 14,711 | 189 | 185 | 209 |
| Dry Goods | 70 | - 10 | + 4 | 15,273 | - 1 | 142,649 | 43 | + 38 | - 3 | 22,468 | 188 | 124 | 198 |
| Total Electrical Group | 560 | + 82 | - 2 | 97,465 | +100 | 812,928 | 475 | +118 | 0 | 113,701 | 122 | 93 | 120 |
| Full-line | 341 | + 68 | - 1 | 80,636 | +108 | 532,391 | 350 | +124 | 0 | 97,602 | 123 | 92 | 121 |
| Wiring Supplies, Construction Materials Distributors | 129 | + 19 | - 4 | 6,143 | + 45 | 36,679 | 79 | + 58 | - 2 | 5,717 | 140 | 103 | 136 |
| Appliances and Specialties | 90 | + 52 | - 6 | 10,686 | + 79 | 43,856 | 66 | + 92 | + 2 | 10,382 | 113 | 91 | 103 |
| Dairy and Poultry Products | 23 | - 6 | +11 | 3,168 | + 35 | 38,117 | 12 | + 1 | +18 | 1,107 | 42 | 38 | 40 |
| Fresh Fruits and Vegetables | 75 | + 2 | + 3 | 8,859 | - 1 | 53,225 | 46 | - 2 | - 9 | . 837 | 15 | 16 | 18 |
| Farm Supplies | 17 | + 6 | + 1 | 3,205 | + 23 | 33,331 | 10 | + 75 | +25 | 1,357 | 97 | 66 | 77 |
| Furniture and House Furnishings | 42 | + 9 | -14 | 6,705 | + 36 | 80,376 | 25 | + 42 | + 5 | 8,782 | 166 | 128 | 131 |
| Refrigeration Eqpt., Parts (commercial) | 28 | + 22 | + 4 | 1,987 | f | 4,878 | 26 | + 63 | - 2 | 3,626 | 185 | 140 | 196 |
| Groceries | 545 | + 18 | + 3 | 86,589 | + 8 | 693,331 | 338 | + 34 | - 3 | 68,283 | 125 | 110 | 135 |
| Full-line wholesalers[d] | 324 | + 17 | + 5 | 45,517 | + 9 | 332,703 | 200 | + 36 | - 3 | 38,231 | 126 | 108 | 138 |
| Voluntary-group wholesalers | 118 | + 18 | - 1 | 25,970 | + 7 | 225,980 | 79 | + 26 | - 2 | 17,220 | 112 | 108 | 113 |
| Retailer-cooperative warehouses | 18 | + 30 | + 4 | 8,325 | + 10 | 43,248 | 12 | + 75 | - 1 | 4,937 | 117 | 88 | 140 |
| Specialty lines | 87 | + 21 | + 4 | 8,777 | + 7 | 91,400 | 47 | + 23 | - 8 | 7,895 | 159 | 145 | 178 |
| Confectionery | 58 | + 12 | + 4 | 2,489 | + 10 | 15,985 | 32 | + 41 | + 2 | 1,490 | 76 | 59 | 75 |
| Meats and Meat Products | 50 | + 25 | + 7 | 35,115 | + 70 | 245,778 | 36 | + 94 | + 1 | 7,381 | 49 | 28 | 53 |
| Beer | 44 | + 50 | +12 | 2,162 | + 15 | 14,192 | 33 | + 94 | - 5 | 589 | 39 | 29 | 46 |
| Wines and Liquors | 17 | - 1 | + 4 | 3,102 | - 22 | 85,217 | 15 | + 41 | - 2 | 3,647 | 129 | 91 | 137 |
| Liquor Department of other Trades[e] | 40 | - 32 | - 1 | 8 ,606 | - 32 | 55,021 | g | g | g | g | g | g | g |
| Total Hardware Group | 237 | + 15 | - 2 | 49,210 | + 31 | 438,158 | 154 | + 54 | - 1 | 71,133 | 200 | 152 | 201 |
| General hardware | 115 | + 14 | - 2 | 35,069 | + 30 | 323,332 | 82 | + 55 | - 1 | 52,822 | 199 | 150 | 202 |
| Industrial supplies | 83 | + 15 | - 4 | 9,376 | + 30 | 74,202 | 42 | + 46 | + 1 | 14,838 | 229 | 177 | 215 |
| Plumbing and heating supplies | 59 | + 26 | + 4 | 4,765 | + 42 | 40,624 | 30 | + 95 | - 1 | 3,473 | 138 | 96 | 147 |
| Jewelry | 185 | - 30 | -12 | 4,011 | - 24 | 21,629 | 88 | - 6 | + 1 | 7,517 | 359 | 265 | 306 |
| Optical Goods | 12 | - 10 | + 8 | 238 | - 4 | 1,810 | 7 | - 21 | 0 | 100 | 112 | 120 | 108 |
| Lumber and Building Materials | 57 | + 35 | + 2 | 8,158 | + 54 | 64,138 | 29 | + 95 | 0 | 3,614 | 79 | 55 | 78 |
| Machinery, Eqpt., and Supplies, except Electrical | 38 | - 3 | -15 | 3,431 | + 29 | 39,934 | 24 | + 41 | - 2 | 5,027 | 198 | 134 | 172 |
| Surgical, Medical, Eqpt. Supplies | 19 | + 35 | + 2 | 2,122 | + 31 | 15,578 | 14 | + 45 | + 1 | 2,025 | 114 | 109 | 115 |
| Metals | 19 | + 1 | - 8 | 3,370 | + 13 | 32,085 | 9 | + 51 | - 4 | 4,874 | 195 | 133 | 191 |
| Paper and Its Products | 87 | + 10 | - 5 | 8,253 | + 20 | 65,472 | 31 | + 32 | 0 | 3,876 | 108 | 101 | 102 |
| Petroleum | 28 | + 19 | + 1 | 981 | + 18 | 6,479 | 26 | + 40 | +10 | 578 | 67 | 56 | 60 |
| Tobacco Products | 279 | + 5 | + 5 | 36,942 | + 8 | 243,666 | 141 | + 18 | - 8 | 12,489 | 56 | 50 | 64 |
| Leather and Shoe Findings | 38 | - 14 | + 4 | 815 | - 8 | 5,129 | 19 | + 27 | - 2 | 1,289 | 294 | 203 | 331 |
| Miscellaneous | 18 | - 3 | - 4 | 2,329 | - 2 | 16,688 | 15 | + 16 | + 2 | 2,765 | 227 | 156 | 212 |

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a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Not affiliated with voluntary or cooperative groups.
e Chiefly of the Wholesale Drug Trade.
f Not available.
g Insufficient data to show separately.

40644

## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

JULY 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES[a] | | | ACCOUNTS RECEIVABLE | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | As of July 1 1947 (Add 000) |
| | | July 1947 | July 1946 | June 1947 | July 1947 vs. July 1946 | July 1947 vs. June 1947 | |
| **UNITED STATES** | 2,323 | 113 | 123 | 111 | + 38 | - 2 | $318,905 |
| Automotive Supplies | 152 | 87 | 93 | 86 | + 14 | 0 | 8,058 |
| Chemicals (industrial) | 11 | 84 | 89 | 84 | + 7 | + 3 | 849 |
| Paints and Varnishes | 22 | 78 | 85 | 81 | + 30 | - 6 | 1,425 |
| Clothing and Furnishings, except Shoes | 22 | 100 | 112 | 102 | + 22 | -11 | 2,960 |
| Shoes and Other Footwear | 25 | 81 | 87 | 77 | + 11 | -15 | 12,965 |
| Drugs and Sundries (liquor excluded) | 70 | 107 | 116 | 107 | + 13 | - 1 | 10,974 |
| Dry Goods | 64 | 69 | 82 | 71 | + 4 | - 3 | 19,363 |
| Coal | 7 | 114 | 110 | 114 | + 19 | - 3 | 1,138 |
| Total Electrical Group | 520 | 93 | 102 | 93 | +106 | + 1 | 101,427 |
| Full-line | 336 | 91 | 102 | 92 | +118 | + 2 | 87,396 |
| Wiring Supplies, Construction Materials Distributors | 106 | 84 | 91 | 84 | + 46 | - 3 | 6,170 |
| Appliances and Specialties | 78 | 120 | 115 | 122 | + 61 | - 5 | 7,861 |
| Dairy and Poultry Products | 16 | 210 | 288 | 202 | + 14 | +10 | 1,075 |
| Fresh Fruits and Vegetables | 57 | 229 | 211 | 206 | - 10 | - 8 | 2,291 |
| Farm Supplies | 13 | 181 | 251 | 142 | + 65 | -37 | 1,402 |
| Furniture and House Furnishings | 37 | 86 | 108 | 96 | + 37 | + 1 | 7,739 |
| Refrigeration Equipment, Parts (commercial) | 22 | 98 | 104 | 99 | + 34 | + 2 | 1,606 |
| Groceries | 411 | 174 | 180 | 171 | + 18 | + 4 | 37,750 |
| Full-line Wholesalers [b] | 246 | 177 | 184 | 176 | + 18 | + 7 | 19,781 |
| Voluntary-group Wholesalers | 86 | 172 | 175 | 168 | + 13 | + 4 | 11,157 |
| Retailer-cooperative Warehouses | 13 | 275 | 283 | 274 | + 36 | + 6 | 1,956 |
| Specialty Lines | 66 | 126 | 139 | 123 | + 25 | - 7 | 4,856 |
| Confectionery | 31 | 158 | 162 | 151 | + 17 | - 1 | 980 |
| Meats and Meat Products | 46 | 245 | 221 | 234 | + 42 | + 2 | 12,356 |
| Beer | 16 | 237 | 253 | 207 | + 38 | + 5 | 270 |
| Wines and Liquors | 14 | 223 | 208 | 202 | - 25 | - 8 | 839 |
| Total Hardware Group | 213 | 96 | 105 | 95 | + 31 | - 5 | 46,573 |
| General Hardware | 105 | 99 | 109 | 98 | + 30 | - 6 | 32,539 |
| Industrial Supplies | 55 | 90 | 94 | 89 | + 28 | - 1 | 9,009 |
| Plumbing and Heating Supplies | 53 | 87 | 93 | 84 | + 46 | - 1 | 5,025 |
| Jewelry | 135 | 62 | 76 | 66 | - 18 | - 8 | 5,716 |
| Optical Goods | 10 | 84 | 91 | 80 | - 5 | 0 | 262 |
| Lumber and Building Materials | 52 | 113 | 123 | 109 | + 63 | + 1 | 6,350 |
| Machinery, Equipment, and Supplies, except Electrical | 25 | 71 | 89 | 76 | + 36 | -12 | 4,177 |
| Surgical, Medical, Eqpt. Supplies | 19 | 61 | 62 | 59 | + 39 | - 3 | 3,400 |
| Metals | 18 | 100 | 109 | 103 | + 10 | - 7 | 3,326 |
| Paper and Its Products | 58 | 93 | 97 | 95 | + 29 | + 4 | 8,269 |
| Petroleum | 25 | 122 | 123 | 120 | + 25 | +11 | 703 |
| Tobacco Products | 167 | 207 | 207 | 197 | + 7 | - 3 | 10,985 |
| Leather and Shoe Findings | 25 | 77 | 89 | 77 | 0 | - 2 | 804 |
| Miscellaneous | 20 | 113 | 121 | 104 | - 13 | - 6 | 2,273 |

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[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

[b] Not affiliated with voluntary or cooperative groups.

40644

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: July 1947 vs. July 1946 | Percent change: July 1947 vs. June 1947 | July 1947 (Add 000) | Percent change from 7 mos. 1946 | Seven Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: July 1947 vs. July 1946 | Percent change: July 1947 vs. June 1947 | July 1947 (Add 000) | July 1947 | July 1946 | June 1947 |
| New England | 190 | +13 | - 1 | $19,913 | + 20 | $159,276 | 117 | + 59 | - 2 | $15,448 | 128 | 103 | 135 |
| Automotive Supplies | 7 | + 1 | - 1 | 280 | + 13 | 3,169 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 10 | + 6 | + 6 | 1,906 | + 4 | 14,082 | 5 | + 22 | 0 | 1,068 | 179 | 159 | 127 |
| Dry Goods | 4 | -30 | -10 | 167 | - 22 | 1,424 | 4 | + 80 | + 1 | 247 | 148 | 57 | 132 |
| Full-line Electrical | 30 | +76 | +11 | 5,307 | +100 | 35,619 | 30 | +123 | - 3 | 6,421 | 121 | 96 | 138 |
| Electrical Wiring Supplies, Construction Materials Distributors | 13 | +25 | - 4 | 390 | + 39 | 2,144 | 4 | + 56 | + 2 | 100 | 139 | 128 | 192 |
| Electrical Appliances and Specialties | 5 | +16 | +10 | 217 | + 64 | 1,209 | 5 | +102 | -13 | 332 | 153 | 88 | 192 |
| Fresh Fruits and Vegetables | 6 | -10 | +43 | 783 | - 14 | 3,176 | 4 | - 14 | -29 | 12 | 4 | 3 | 6 |
| Groceries | 24 | + 6 | -10 | 3,448 | 0 | 27,495 | 14 | + 46 | + 3 | 2,040 | 122 | 102 | 124 |
| Industrial Supplies | 6 | +15 | -18 | 418 | + 20 | 4,677 | 4 | + 30 | - 2 | 1,249 | 347 | 315 | 302 |
| Plumbing and Heating Supplies | 6 | +44 | + 7 | 318 | + 49 | 2,065 | d | d | d | d | d | d | d |
| Jewelry | 6 | -17 | -31 | 107 | - 10 | 1,923 | d | d | d | d | d | d | d |
| Metals | 4 | -25 | -43 | 219 | + 17 | 2,554 | d | d | d | d | d | d | d |
| Paper and Its Products | 5 | +23 | - 1 | 280 | + 20 | 2,085 | 4 | + 13 | - 1 | 253 | 153 | 167 | 152 |
| Tobacco Products | 27 | 0 | + 5 | 3,380 | - 1 | 19,126 | 10 | + 11 | - 4 | 342 | 37 | 37 | 40 |
| Middle Atlantic | 639 | +14 | - 1 | 89,180 | + 15 | 710,487 | 369 | + 44 | - 1 | 57,842 | 104 | 88 | 104 |
| Automotive Supplies | 33 | - 6 | + 1 | 977 | + 7 | 7,519 | 24 | + 58 | - 4 | 1,194 | 194 | 116 | 211 |
| Paints and Varnishes | 4 | +20 | - 9 | 106 | + 14 | 731 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 10 | +25 | - 1 | 2,646 | + 36 | 24,693 | 4 | +119 | + 7 | 654 | 169 | 70 | 157 |
| Shoes and Other Footwear | 7 | +38 | -13 | 810 | - 4 | 6,560 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 21 | + 6 | + 5 | 6,315 | + 4 | 45,285 | 6 | - 2 | - 2 | 1,365 | 105 | 120 | 120 |
| Dry Goods | 26 | - 5 | - 3 | 3,809 | + 6 | 40,208 | 15 | + 54 | - 1 | 4,384 | 174 | 111 | 163 |
| Full-line Electrical | 60 | +55 | - 6 | 12,803 | +106 | 83,718 | 56 | +102 | - 1 | 14,056 | 112 | 87 | 107 |
| Electrical Wiring Supplies, Construction Materials Distributors | 31 | +14 | - 8 | 1,107 | + 29 | 6,516 | 19 | + 29 | 0 | 1,166 | 201 | 126 | 134 |
| Electrical Appliances and Specialties | 17 | +95 | - 9 | 3,973 | +115 | 17,652 | 8 | + 84 | +10 | 2,611 | 78 | 89 | 64 |
| Dairy and Poultry Products | 5 | -32 | -11 | 556 | + 38 | 21,779 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 20 | - 4 | + 1 | 2,069 | - 7 | 11,820 | 13 | - 8 | - 9 | 120 | 11 | 12 | 12 |
| Furniture and House Furnishings | 11 | + 9 | -23 | 1,178 | + 24 | 12,184 | 6 | + 27 | +63 | 783 | 118 | 84 | 49 |
| Groceries | 79 | +17 | + 7 | 14,627 | + 1 | 113,226 | 34 | + 1 | - 8 | 5,926 | 98 | 116 | 113 |
| Confectionery | 9 | +19 | +17 | 492 | + 6 | 3,037 | 6 | + 15 | - 3 | 178 | 53 | 53 | 60 |
| Meats and Meat Products | 8 | + 9 | + 5 | 2,026 | + 36 | 23,502 | 8 | + 75 | 0 | 1,065 | 53 | 33 | 55 |
| Beer | 8 | +31 | +19 | 411 | + 17 | 2,402 | d | d | d | d | d | d | d |
| General Hardware | 26 | - 6 | -15 | 4,485 | + 21 | 42,054 | 16 | + 62 | - 5 | 5,431 | 214 | 128 | 207 |
| Industrial Supplies | 20 | +20 | -13 | 1,662 | + 41 | 16,946 | 15 | + 25 | + 1 | 2,114 | 170 | 159 | 144 |
| Plumbing and Heating Supplies | 17 | +11 | + 1 | 1,306 | + 34 | 10,511 | 5 | + 84 | -12 | 478 | 101 | 81 | 125 |
| Jewelry | 55 | -27 | -11 | 1,024 | - 26 | 4,486 | 19 | - 10 | + 5 | 1,388 | 353 | 367 | 265 |
| Lumber and Building Materials | 13 | +24 | + 8 | 2,450 | + 34 | 15,493 | 4 | + 36 | + 5 | 624 | 41 | 36 | 41 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | +11 | 0 | 534 | + 24 | 4,670 | d | d | d | d | d | d | d |
| Surgical, Medical Equipment and Supplies | 6 | +15 | 0 | 147 | + 18 | 1,505 | 5 | + 40 | 0 | 182 | 249 | 210 | 246 |
| Paper and Its Products | 19 | +34 | - 4 | 1,852 | + 30 | 17,124 | 12 | + 38 | + 2 | 997 | 84 | 77 | 74 |
| Petroleum | 23 | +23 | + 5 | 827 | + 18 | 5,054 | d | d | d | d | d | d | d |
| Tobacco Products | 68 | +10 | + 7 | 14,498 | + 10 | 90,287 | 39 | + 34 | + 5 | 6,412 | 58 | 49 | 59 |
| Leather and Shoe Findings | 9 | -15 | -11 | 105 | - 13 | 645 | 4 | + 18 | 0 | 77 | 131 | 90 | 117 |

(Continued on next page)

40644

# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | July 1947 (Add 000) | Percent change From 7 Mos. 1946 | Seven Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | July 31, 1947 (Add 000) | July 1947 | July 1946 | June 1947 |
| | | July 1947 vs July 1946 | July 1947 vs June 1947 | | | | | July 1947 vs July 1946 | July 1947 vs June 1947 | | | | |
| East North Central | 585 | + 21 | + 1 | $89,725 | + 26 | $647,520 | 374 | + 57 | - 1 | $75,684 | 116 | 94 | 119 |
| Automotive Supplies | 45 | + 14 | + 7 | 2,472 | + 17 | 18,906 | 36 | + 64 | - 2 | 2,933 | 140 | 98 | 153 |
| Paints and Varnishes | 7 | + 12 | 0 | 550 | + 25 | 4,155 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 5 | - 46 | - 4 | 147 | - 32 | 1,345 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 21 | + 10 | + 4 | 5,923 | + 9 | 46,177 | 5 | + 28 | - 6 | 1,447 | 178 | 164 | 200 |
| Dry Goods | 4 | - 4 | + 3 | 874 | - 4 | 9,572 | 4 | + 28 | - 3 | 1,125 | 129 | 97 | 136 |
| Full-line Electrical | 54 | + 63 | 0 | 17,804 | +105 | 122,189 | 51 | +103 | 0 | 19,951 | 114 | 92 | 114 |
| Electrical Wiring Supplies, Construction Materials Distributors | 31 | + 7 | - 6 | 1,300 | + 31 | 6,889 | 20 | + 91 | + 1 | 1,316 | 128 | 71 | 120 |
| Electrical Appliances and Specialties | 21 | + 32 | - 8 | 1,857 | + 68 | 6,280 | 12 | +103 | +14 | 1,055 | 92 | 57 | 76 |
| Dairy and Poultry Products | 10 | + 10 | + 5 | 899 | + 42 | 6,770 | 6 | + 8 | - 1 | 66 | 12 | 11 | 13 |
| Fresh Fruits and Vegetables | 15 | + 14 | -14 | 1,456 | + 1 | 8,498 | 9 | + 46 | -10 | 121 | 24 | 18 | 28 |
| Farm Supplies | 5 | 0 | +15 | 637 | 0 | 5,220 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 5 | + 9 | -22 | 623 | + 20 | 5,788 | 4 | + 42 | +25 | 568 | 118 | 96 | 70 |
| Groceries | 88 | + 22 | + 1 | 16,261 | + 10 | 125,086 | 64 | + 36 | 0 | 15,692 | 124 | 115 | 125 |
| Confectionery | 7 | + 19 | + 8 | 244 | + 9 | 1,816 | d | d | d | d | d | d | d |
| Meats and Meat Products | 14 | + 17 | + 6 | 9,260 | + 48 | 50,226 | 12 | +130 | + 2 | 4,290 | 53 | 26 | 59 |
| Beer | 12 | + 74 | +22 | 717 | + 31 | 3,883 | d | d | d | d | d | d | d |
| Wines and Liquor | 7 | - 9 | + 1 | 690 | - 23 | 6,679 | 6 | + 29 | + 1 | 756 | 181 | 125 | 167 |
| General Hardware | 16 | + 21 | + 1 | 7,851 | + 35 | 63,176 | 14 | + 46 | - 2 | 13,683 | 178 | 148 | 183 |
| Industrial Supplies | 7 | + 26 | + 2 | 650 | + 29 | 6,431 | 4 | + 50 | - 2 | 219 | 155 | 121 | 154 |
| Plumbing and Heating Supplies | 15 | + 30 | + 7 | 1,182 | + 38 | 7,952 | 12 | + 70 | - 2 | 1,652 | 159 | 123 | 175 |
| Jewelry | 50 | - 32 | - 9 | 1,222 | - 25 | 6,709 | 22 | - 12 | 0 | 2,106 | 356 | 279 | 319 |
| Lumber and Building Materials | 11 | + 44 | + 5 | 1,102 | + 48 | 8,348 | 8 | +170 | 0 | 535 | 69 | 37 | 71 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | + 14 | - 3 | 603 | + 29 | 6,833 | 6 | + 23 | - 6 | 524 | 115 | 104 | 116 |
| Surgical, Medical Equipment Supplies | 5 | + 48 | + 3 | 1,602 | + 39 | 11,041 | 4 | + 55 | + 3 | 1,419 | 96 | 92 | 96 |
| Metals | 4 | + 7 | 0 | 545 | + 24 | 4,596 | d | d | d | d | d | d | d |
| Paper and Its Products | 22 | - 1 | - 8 | 4,222 | + 17 | 30,581 | 9 | + 38 | + 1 | 1,317 | 98 | 91 | 90 |
| Tobacco Products | 63 | + 6 | + 2 | 7,439 | + 5 | 51,062 | 28 | + 23 | -19 | 1,701 | 52 | 44 | 63 |
| Leather and Shoe Findings | 11 | - 3 | + 6 | 212 | - 11 | 1,051 | 4 | + 20 | + 2 | 232 | 309 | 266 | 300 |
| West North Central | 293 | + 17 | + 2 | 53,561 | + 22 | 467,615 | 200 | + 42 | - 1 | 56,584 | 141 | 119 | 146 |
| Automotive Supplies | 18 | + 9 | - 1 | 2,097 | + 16 | 20,410 | 11 | + 23 | - 3 | 1,864 | 216 | 170 | 220 |
| Drugs and Sundries (liquor excluded) | 14 | + 13 | +10 | 4,024 | + 8 | 31,576 | 4 | - 8 | + 4 | 1,669 | 193 | 235 | 220 |
| Dry Goods | 4 | - 14 | + 2 | 5,550 | - 6 | 49,170 | 4 | + 24 | - 4 | 9,773 | 176 | 123 | 186 |
| Full-line Electrical | 34 | + 72 | + 5 | 8,963 | +109 | 55,475 | 33 | +116 | 0 | 9,293 | 106 | 85 | 110 |
| Electrical Wiring Supplies, Construction Materials Distributors | 7 | + 23 | - 2 | 782 | + 37 | 4,087 | 4 | + 43 | 0 | 419 | 135 | 123 | 131 |
| Electrical Appliances and Specialties | 12 | + 41 | - 3 | 1,001 | + 66 | 3,846 | 9 | +101 | + 7 | 1,294 | 141 | 102 | 125 |
| Fresh Fruits and Vegetables | 7 | + 6 | +32 | 855 | + 6 | 4,443 | 4 | + 28 | + 1 | 192 | 33 | 27 | 43 |
| Furniture and House Furnishings | 5 | + 37 | -19 | 2,167 | + 47 | 32,991 | 4 | + 17 | +11 | 2,328 | 109 | 132 | 79 |
| Groceries | 57 | + 13 | - 2 | 7,252 | + 7 | 82,612 | 41 | + 30 | - 1 | 7,718 | 143 | 123 | 151 |
| Confectionery | 6 | + 18 | 0 | 651 | + 13 | 2,657 | 6 | + 81 | - 1 | 554 | 85 | 55 | 85 |
| Beer | 5 | +122 | +10 | 162 | + 61 | 2,233 | d | d | d | d | d | d | d |
| General Hardware | 15 | + 15 | + 7 | 6,229 | + 36 | 65,094 | 15 | + 45 | + 1 | 12,128 | 195 | 155 | 205 |
| Industrial Supplies | 7 | + 31 | + 1 | 565 | + 25 | 4,321 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 6 | + 54 | + 7 | 404 | + 48 | 8,527 | 4 | + 77 | - 5 | 322 | 97 | 83 | 108 |
| Jewelry | 17 | - 34 | - 9 | 705 | - 30 | 1,528 | 10 | + 6 | + 1 | 1,487 | 376 | 198 | 337 |
| Lumber and Building Materials | 5 | + 64 | - 2 | 202 | + 61 | 6,659 | d | d | d | d | d | d | d |
| Tobacco Products | 33 | + 4 | - 8 | 2,920 | + 8 | 20,608 | 19 | + 33 | - 6 | 1,064 | 67 | 56 | 64 |
| Leather and Shoe Findings | 6 | - 5 | +20 | 91 | - 11 | 535 | d | d | d | d | d | d | d |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

JULY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change | | July 1947 | Percent change from 7 mos. 1946 | Seven Months 1947 | Number of firms reporting stocks | Percent change | | July 31, 1947 | July 1947 | July 1946 | June 1947 |
| | | July 1947 vs. July 1946 | July 1947 vs. June 1947 | (Add 000) | | (Add 000) | | July 1947 vs. July 1946 | July 1947 vs. June 1947 | (Add 000) | | | |
| South Atlantic | 405 | +18 | + 1 | $47,616 | +28 | $350,132 | 255 | +71 | 0 | $40,667 | 124 | 90 | 122 |
| Automotive Supplies | 17 | +14 | +14 | 721 | +12 | 7,808 | 11 | +68 | - 4 | 648 | 170 | 103 | 195 |
| Clothing and Furnishings, except Shoes | 5 | -30 | +11 | 175 | -29 | 1,248 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 5 | -33 | -10 | 1,400 | + 9 | 14,765 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 27 | + 7 | + 9 | 4,393 | + 9 | 31,329 | 9 | +12 | - 1 | 2,894 | 194 | 183 | 228 |
| Dry Goods | 9 | - 6 | +22 | 1,829 | + 5 | 12,675 | 5 | +73 | - 5 | 3,436 | 255 | 165 | 358 |
| Full-line Electrical | 56 | +74 | - 7 | 11,115 | +121 | 71,726 | 54 | +123 | 0 | 13,522 | 125 | 98 | 115 |
| Electrical Wiring Supplies, Construction Materials Distributors | 18 | +27 | 0 | 740 | +104 | 9,033 | 13 | +61 | + 1 | 917 | 152 | 123 | 154 |
| Electrical Appliances and Specialties | 18 | +40 | - 9 | 1,416 | +57 | 4,604 | 18 | +93 | - 9 | 1,641 | 116 | 84 | 117 |
| Fresh Fruits and Vegetables | 11 | - 5 | -15 | 606 | - 2 | 4,749 | 6 | - 3 | -19 | 61 | 19 | 18 | 20 |
| Furniture and House Furnishings | 4 | - 6 | + 1 | 252 | +23 | 3,280 | d | d | d | d | d | d | d |
| Groceries | 104 | +20 | + 7 | 11,521 | +16 | 81,790 | 50 | +38 | - 5 | 5,646 | 101 | 87 | 112 |
| Confectionery | 16 | +10 | - 2 | 428 | +15 | 3,263 | 8 | +48 | + 6 | 331 | 95 | 69 | 85 |
| Meats and Meat Products | 4 | -13 | -13 | 1,186 | +26 | 8,277 | 4 | +36 | - 1 | 518 | 44 | 28 | 38 |
| Beer | 5 | - 3 | - 7 | 304 | -20 | 2,576 | d | d | d | d | d | d | d |
| General Hardware | 14 | +16 | +10 | 1,977 | +29 | 26,545 | 10 | +89 | - 2 | 2,231 | 166 | 107 | 203 |
| Industrial Supplies | 8 | +24 | -11 | 867 | +49 | 7,220 | 6 | +64 | +23 | 1,372 | 177 | 130 | 126 |
| Jewelry | 9 | -26 | -16 | 253 | -24 | 819 | 6 | +12 | - 3 | 574 | 321 | 222 | 312 |
| Lumber and Building Materials | 8 | +58 | +12 | 1,128 | +53 | 7,300 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | +15 | - 2 | 215 | +27 | 2,202 | 4 | +36 | + 1 | 248 | 175 | 146 | 180 |
| Paper and Its Products | 8 | +21 | - 4 | 709 | +29 | 5,069 | d | d | d | d | d | d | d |
| Tobacco Products | 18 | - 2 | +10 | 3,082 | + 2 | 18,587 | 13 | +16 | - 3 | 813 | 32 | 27 | 36 |
| East South Central | 156 | +20 | + 4 | 21,357 | +26 | 157,149 | 98 | +55 | - 3 | 16,969 | 116 | 94 | 121 |
| Drugs and Sundries (liquor excluded) | 15 | + 3 | + 6 | 2,717 | + 6 | 19,008 | d | d | d | d | d | d | d |
| Dry Goods | 8 | -25 | +17 | 1,245 | -11 | 10,677 | 4 | +28 | + 2 | 1,770 | 227 | 138 | 240 |
| Full-line Electrical | 19 | +73 | -13 | 3,732 | +98 | 23,865 | 18 | +144 | - 1 | 4,051 | 111 | 79 | 97 |
| Electrical Wiring Supplies, Construction Materials Distributors | 6 | +38 | - 5 | 433 | +74 | 1,600 | 5 | +113 | -18 | 321 | 81 | 52 | 93 |
| Fresh Fruits and Vegetables | 6 | +49 | -10 | 248 | 0 | 1,489 | d | d | d | d | d | d | d |
| Groceries | 39 | +15 | +11 | 5,296 | +17 | 31,550 | 28 | +46 | - 4 | 4,307 | 105 | 83 | 122 |
| Confectionery | 8 | + 7 | +12 | 310 | +13 | 2,238 | d | d | d | d | d | d | d |
| Beer | 5 | +122 | +24 | 133 | +39 | 641 | 5 | +17 | -14 | 54 | 41 | 77 | 59 |
| General Hardware | 7 | +33 | + 1 | 2,197 | +36 | 23,785 | 4 | +33 | - 8 | 2,216 | 131 | 149 | 141 |
| Lumber and Building Materials | 4 | +25 | + 8 | 682 | +120 | 4,563 | d | d | d | d | d | d | d |
| Tobacco Products | 9 | + 2 | + 6 | 388 | + 1 | 5,022 | 4 | + 9 | - 1 | 86 | 46 | 41 | 49 |
| West South Central | 279 | +15 | + 4 | 44,016 | +22 | 301,011 | 185 | +55 | 0 | 46,432 | 142 | 109 | 149 |
| Automotive Supplies | 14 | 0 | + 3 | 821 | + 1 | 6,399 | 11 | +83 | - 7 | 1,404 | 187 | 104 | 207 |
| Drugs and Sundries (liquor excluded) | 18 | - 1 | + 8 | 3,512 | + 3 | 28,623 | 8 | +11 | 0 | 3,800 | 254 | 220 | 272 |
| Dry Goods | 4 | - 3 | +17 | 513 | -22 | 4,814 | d | d | d | d | d | d | d |
| Full-line Electrical | 38 | +77 | + 7 | 7,469 | +110 | 45,440 | 38 | +136 | + 1 | 8,040 | 108 | 81 | 114 |
| Electrical Wiring Supplies, Construction Materials Distributors | 7 | +30 | -14 | 464 | +50 | 2,156 | 5 | +46 | - 6 | 297 | 107 | 84 | 94 |
| Electrical Appliances and Specialties | 5 | +14 | -12 | 810 | +32 | 2,548 | d | d | d | d | d | d | d |
| Groceries | 93 | +19 | + 9 | 12,511 | +13 | 89,199 | 62 | +41 | + 6 | 9,863 | 111 | 93 | 113 |
| Confectionery | 5 | -12 | - 1 | 240 | +23 | 1,007 | d | d | d | d | d | d | d |
| General Hardware | 17 | +10 | - 7 | 4,916 | +28 | 34,970 | 11 | +69 | - 1 | 7,372 | 235 | 149 | 222 |
| Industrial Supplies | 6 | +21 | + 2 | 3,390 | +35 | 20,127 | 5 | +67 | + 2 | 5,593 | 225 | 170 | 236 |
| Jewelry | 5 | -36 | +27 | 98 | -39 | 482 | 4 | -38 | -14 | 240 | 276 | 267 | 397 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | -23 | -31 | 887 | +29 | 9,819 | d | d | d | d | d | d | d |
| Tobacco Products | 29 | - 5 | +15 | 3,062 | +20 | 14,609 | 11 | -27 | -37 | 1,501 | 79 | 96 | 156 |

(Continued on next page)

40644

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

### JULY 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | July 1947 (Add 000) | Percent change from 7 mos. 1946 | Seven Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | July 31, 1947 (Add 000) | July 1947 | July 1946 | June 1947 |
| | | July 1947 vs. July 1946 | July 1947 vs. June 1947 | | | | | July 1947 vs. July 1946 | July 1947 vs. June 1947 | | | | |
| Mountain | 135 | +25 | + 1 | $17,029 | + 31 | $124,765 | 93 | + 69 | - 3 | $17,835 | 147 | 111 | 150 |
| Automotive Supplies | 11 | +14 | + 4 | 727 | + 23 | 5,614 | 5 | + 71 | 0 | 349 | 222 | 144 | 243 |
| Drugs and Sundries (liquor excluded) | 10 | +17 | +14 | 1,498 | + 18 | 11,958 | 4 | + 12 | 0 | 1.468 | 189 | 192 | 199 |
| Full-line Electrical | 14 | +95 | - 4 | 2,915 | +126 | 18,305 | 14 | +204 | - 2 | 4,150 | 142 | 91 | 140 |
| Electrical Wiring Supplies, Construction Materials Distributors | 6 | +34 | + 5 | 333 | + 24 | 1,302 | d | d | d | d | d | d | d |
| Electrical Appliances and Specialties | 5 | +54 | +13 | 549 | + 67 | 2,680 | 4 | + 14 | + 7 | 521 | 98 | 135 | 104 |
| Groceries | 27 | +21 | - 7 | 3,783 | + 12 | 24,880 | 25 | + 54 | - 7 | 6,395 | 174 | 137 | 176 |
| General Hardware | 8 | +29 | 0 | 1,775 | + 40 | 12,583 | 5 | +244 | - 3 | 1,032 | 169 | 67 | 173 |
| Jewelry | 4 | -58 | - 9 | 31 | - 51 | 157 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 4 | +44 | -12 | 1,300 | + 81 | 10,672 | d | d | d | d | d | d | d |
| Tobacco Products | 13 | + 3 | - 2 | 847 | - 3 | 5,434 | 7 | - 9 | -15 | 180 | 75 | 89 | 89 |
| Pacific | 317 | +17 | + 2 | 53,870 | + 19 | 468,181 | 189 | + 66 | - 2 | 60,108 | 180 | 129 | 186 |
| Automotive Supplies | 49 | + 4 | + 7 | 2,932 | + 14 | 21,893 | 27 | + 55 | - 1 | 3,541 | 237 | 178 | 275 |
| Shoes and Other Footwear | 6 | +36 | -14 | 336 | + 35 | 2,768 | 5 | +177 | - 6 | 789 | 242 | 121 | 220 |
| Drugs and Sundries (liquor excluded) | 12 | +17 | +22 | 4,824 | + 2 | 37,671 | d | d | d | d | d | d | d |
| Dry Goods | 8 | - 7 | - 4 | 923 | + 18 | 11,603 | d | d | d | d | d | d | d |
| Full-line Electrical | 36 | +63 | - 2 | 10,528 | +100 | 76,054 | 36 | +152 | + 3 | 18,118 | 172 | 111 | 163 |
| Electrical Wiring Supplies, Construction Materials Distributors | 10 | + 9 | + 6 | 594 | + 14 | 2,952 | 7 | + 60 | - 5 | 1,075 | 211 | 137 | 230 |
| Electrical Appliances and Specialties | 4 | +44 | + 7 | 446 | + 78 | 3,275 | 4 | +124 | - 3 | 644 | 144 | 93 | 160 |
| Fresh Fruits and Vegetables | 6 | - 4 | +14 | 1,238 | + 3 | 8,724 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 9 | - 7 | 0 | 1,617 | + 39 | 17,846 | 6 | + 64 | - 4 | 4,313 | 292 | 164 | 304 |
| Groceries | 34 | +19 | 0 | 11,890 | + 4 | 117,493 | 20 | + 29 | -12 | 10,696 | 161 | 132 | 190 |
| Meats and Meat Products | 4 | +20 | +10 | 1,498 | + 57 | 13,028 | 4 | + 50 | + 3 | 369 | 25 | 20 | 27 |
| Beer | 4 | +55 | + 8 | 241 | + 5 | 1,528 | d | d | d | d | d | d | d |
| General Hardware | 11 | +16 | - 6 | 5,523 | + 26 | 51,646 | 6 | + 57 | 0 | 8,359 | 260 | 193 | 242 |
| Industrial Supplies | 7 | - 8 | - 6 | 1,594 | + 6 | 10,580 | 5 | + 34 | - 5 | 4,105 | 301 | 199 | 295 |
| Plumbing and Heating Supplies | 4 | +32 | - 8 | 689 | + 49 | 6,539 | d | d | d | d | d | d | d |
| Jewelry | 36 | -28 | -22 | 496 | - 18 | 5,154 | 20 | - 5 | + 3 | 1,347 | 376 | 287 | 288 |
| Lumber and Building Materials | 9 | +26 | - 3 | 1,099 | + 45 | 9,836 | 7 | +115 | - 4 | 852 | 116 | 68 | 115 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | - 8 | -12 | 704 | + 22 | 6,396 | 5 | + 64 | + 2 | 929 | 276 | 179 | 214 |
| Metals | 5 | + 4 | + 6 | 739 | + 13 | 4,611 | d | d | d | d | d | d | d |
| Paper and Its Products | 4 | + 9 | +10 | 739 | + 10 | 5,738 | d | d | d | d | d | d | d |
| Tobacco Products | 19 | + 3 | + 4 | 1,326 | - 3 | 18,931 | 10 | + 39 | - 2 | 390 | 49 | 37 | 52 |
| Leather and Shoe Findings | 6 | -19 | + 7 | 323 | - 4 | 2,089 | 4 | + 52 | - 6 | 567 | 342 | 194 | 464 |

a. Includes reports received too late for inclusion in previous monthly totals.

b. Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales. (including any direct shipments and consignment business) for an identical group of firms.

c. Number does not apply in all cases to the year-to-date figures.

d. Insufficient data to show separately.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

40644

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MONTHLY
# WHOLESALE TRADE
REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*

BUREAU OF THE CENSUS
J. C. CAPT, *Director*

## SALES, INVENTORIES, AND CREDITS
### UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
### AUGUST 1947

For Release
October 1, 1947

Data contained herein were compiled from confidentail reports submitted to the Bureau of the Census by 2,907 merchant wholesalers representing all parts of the country.

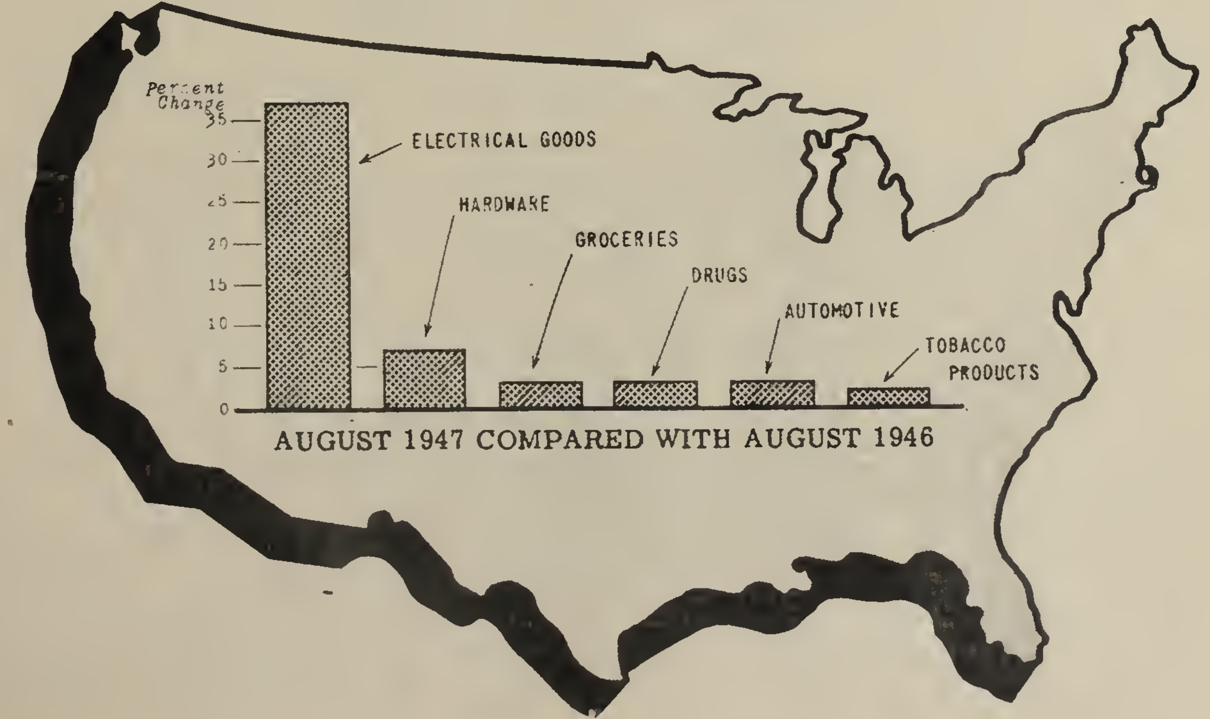
August sales were up 9 percent over August of last year, but they recorded little change, off one percent, from July of this year. The 9 percent represented a two year low in percentage gain over the corresponding month a year earlier. Not since September 1945 has the rate of gain been below the August level. In contrast gains of 40 percent or more were recorded during the period from August through December of last year. The 9 percent increase from August 1946 to August 1947 was more than matched by the rise in the wholesale price index. Dollar sales, all trades combined, for the first eight months of this year were up 22 percent over the corresponding period of 1946.

Twenty-eight of the 39 trades for which data are shown separately in the accompanying tables recorded increases in sales over August of last year, while 11 reported declines in dollar volume. Trades reporting gains of 25 percent or more include electrical goods wholesalers, 37 percent; beer, 41 percent; coal, 28 percent; furniture, 27 percent; and building materials, 34 percent. On the other hand, jewelry and wines and liquors recorded decreases of more than 20 percent.

Inventories, valued at cost, were up 45 percent over August 31 of last year but they registered little change (up 1 percent) from July 31 of this year. As in the case of sales, the rate of increase in dollar inventories has been declining for several months. The 45 percent gain over August of last year was the smallest year-to-year ratio since July 1946. Little or no change has been noted in inventories, valued at cost, for most lines of trade since February or March of this year.

Beginning-of-August accounts receivable were 30 percent above a year earlier, but they showed no change from July 1 of this year. With accounts receivable increasing at a more rapid rate than dollar sales, the collection period is lengthening. For most lines of trade it is approximately a week longer than it was a year ago. However, it is still considerably short of pre-war for most lines of trade.

TRENDS IN SALES – SIX TRADES



AUGUST 1947 COMPARED WITH AUGUST 1946

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

42000

DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

## WHOLESALERS' SALES AND INVENTORIES

AUGUST 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH |  |  |  | SALES—YEAR-TO-DATE [a] |  | INVENTORY—END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS [b] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales [e] | Percent change |  | August 1947 | Percent change | Eight Months 1947 | Number of firms reporting stocks | Percent change |  | August 31, 1947 | August 1947 | August 1946 | July 1947 |
|  |  | August 1947 vs August 1946 | August 1947 vs July 1947 | (Add 000) | From 8 Mos. 1946 | (Add 000) |  | August 1947 vs August 1946 | August 1947 vs July 1947 | (Add 000) |  |  |  |
| UNITED STATES | 2,907 | + 9 | - 1 | $434,869 | +22 | $4,206,224 | 1,913 | + 45 | + 1 | $424,566 | 139 | 106 | 135 |
| Automotive Supplies | 184 | + 3 | - 2 | 13,135 | +11 | 135,930 | 112 | + 54 | 0 | 8,786 | 192 | 125 | 191 |
| Chemicals (industrial) | 13 | + 1 | + 7 | 946 | +26 | 13,661 | 8 | + 41 | + 2 | 757 | 140 | 100 | 143 |
| Paints and Varnishes | 25 | +14 | - 6 | 3,336 | +45 | 56,507 | 12 | + 54 | + 8 | 3,108 | 124 | 94 | 109 |
| Clothing and Furnishings, except Shoes | 27 | +14 | +18 | 4,502 | +17 | 35,796 | 9 | + 81 | + 3 | 844 | 141 | 101 | 198 |
| Shoes and Other Footwear | 26 | + 7 | + 2 | 22,945 | +21 | 184,888 | 17 | + 75 | - 4 | 6,444 | 64 | 37 | 74 |
| Coal | 11 | +28 | +31 | 4,975 | +37 | 38,172 | 5 | + 48 | +70 | 3,828 | 176 | 152 | 136 |
| Drugs and Sundries (liquor excluded) | 170 | + 3 | - 2 | 36,853 | + 6 | 306,039 | 133 | + 11 | + 5 | 54,132 | 185 | 171 | 173 |
| Dry Goods | 73 | - 7 | +24 | 15,496 | - 3 | 160,980 | 41 | + 36 | - 2 | 15,293 | 167 | 109 | 199 |
| Total Electrical Group | 534 | +37 | - 6 | 90,370 | +88 | 713,956 | 455 | + 92 | - 3 | 109,963 | 128 | 92 | 122 |
| Full-line | 346 | +38 | - 8 | 76,966 | +94 | 614,911 | 339 | + 95 | - 3 | 97,687 | 129 | 91 | 122 |
| Wiring Supplies, Construction Materials Distributors | 116 | +18 | 0 | 4,967 | +42 | 44,188 | 69 | + 57 | - 5 | 4,842 | 143 | 106 | 152 |
| Appliances and Specialties | 72 | +31 | + 1 | 8,437 | +74 | 54,857 | 47 | + 73 | 0 | 7,434 | 108 | 103 | 110 |
| Dairy and Poultry Products | 19 | - 6 | - 9 | 2,527 | +31 | 44,531 | 9 | + 29 | +19 | 926 | 32 | 43 | 41 |
| Fresh Fruits and Vegetables | 73 | - 6 | -23 | 6,135 | - 2 | 39,837 | 42 | - 32 | -23 | 571 | 13 | 21 | 14 |
| Farm Supplies | 20 | + 7 | - 9 | 3,379 | +21 | 37,046 | 13 | + 28 | +12 | 2,089 | 103 | 86 | 87 |
| Furniture and House Furnishings | 40 | +27 | +31 | 10,397 | +33 | 93,857 | 24 | + 40 | + 3 | 12,637 | 139 | 127 | 177 |
| Refrigeration Eqpt., Parts (commercial) | 27 | +17 | -10 | 1,900 | d | d | 22 | + 53 | - 2 | 2,978 | 167 | 130 | 160 |
| Groceries | 520 | + 3 | - 5 | 77,144 | + 8 | 788,534 | 324 | + 34 | + 8 | 65,829 | 135 | 103 | 118 |
| Full-line wholesalers [e] | 296 | + 3 | - 5 | 39,913 | + 8 | 379,740 | 189 | + 36 | + 6 | 38,546 | 138 | 104 | 123 |
| Voluntary-group wholesalers | 118 | + 4 | - 5 | 24,302 | + 8 | 257,654 | 80 | + 30 | +12 | 19,555 | 154 | 105 | 114 |
| Retailer-cooperative warehouses | 19 | +12 | - 2 | 5,317 | +11 | 48,787 | 11 | + 66 | + 8 | 3,976 | 144 | 103 | 123 |
| Specialty lines | 87 | - 4 | + 1 | 7,612 | + 6 | 102,353 | 44 | + 15 | +22 | 3,752 | 105 | 87 | 92 |
| Confectionery | 52 | + 3 | + 3 | 2,098 | + 9 | 18,416 | 27 | + 37 | + 4 | 991 | 68 | 51 | 68 |
| Meats and Meat Products | 43 | + 2 | -11 | 18,356 | +63 | 269,103 | 35 | +108 | -10 | 5,570 | 46 | 23 | 47 |
| Beer | 42 | +41 | + 2 | 2,076 | +18 | 16,363 | 29 | + 69 | -10 | 419 | 30 | 24 | 35 |
| Wines and Liquors | 19 | -24 | -12 | 2,850 | -24 | 73,835 | 17 | + 30 | - 1 | 3,118 | 181 | 106 | 161 |
| Liquor Department of other Trades [f] | 46 | -31 | - 1 | 6,795 | -32 | 62,616 | 44 | + 40 | 0 | 19,620 | 290 | 143 | 286 |
| Total Hardware Group | 236 | + 7 | + 2 | 48,396 | +28 | 500,297 | 160 | + 51 | 0 | 68,985 | 194 | 133 | 199 |
| General hardware | 115 | + 6 | + 2 | 35,371 | +27 | 369,073 | 84 | + 51 | - 2 | 53,021 | 192 | 133 | 199 |
| Industrial supplies | 62 | + 1 | 0 | 7,404 | +26 | 83,435 | 44 | + 40 | + 6 | 12,348 | 256 | 163 | 226 |
| Plumbing and heating supplies | 59 | +19 | + 5 | 5,621 | +39 | 47,769 | 32 | + 86 | - 1 | 3,616 | 130 | 91 | 139 |
| Jewelry | 174 | -21 | +49 | 6,312 | -23 | 29,491 | 85 | - 8 | - 1 | 9,151 | 238 | 208 | 376 |
| Optical Goods | 14 | - 9 | - 2 | 250 | - 3 | 2,079 | 8 | - 11 | - 1 | 104 | 96 | 110 | 118 |
| Lumber and Building Materials | 58 | +34 | + 1 | 7,880 | +51 | 72,811 | 29 | + 94 | + 1 | 3,201 | 71 | 46 | 73 |
| Machinery, Eqpt., and Supplies, except Electrical | 34 | +13 | +10 | 3,033 | +27 | 44,305 | 24 | + 38 | + 2 | 3,973 | 170 | 138 | 185 |
| Surgical, Medical, Eqpt. Supplies | 17 | + 5 | + 2 | 1,079 | +28 | 17,017 | 10 | + 20 | - 1 | 869 | 124 | 112 | 130 |
| Metals | 19 | - 9 | + 1 | 3,551 | +10 | 37,676 | 10 | + 75 | - 3 | 3,284 | 231 | 117 | 241 |
| Paper and Its Products | 67 | + 1 | + 1 | 8,214 | +18 | 74,929 | 31 | + 31 | 0 | 4,065 | 119 | 101 | 116 |
| Petroleum | 26 | +19 | 0 | 933 | +18 | 7,412 | 24 | + 29 | - 5 | 542 | 67 | 59 | 70 |
| Tobacco Products | 247 | + 2 | - 4 | 25,938 | + 6 | 278,177 | 125 | + 23 | - 1 | 7,858 | 59 | 50 | 56 |
| Leather and Shoe Findings | 36 | -13 | - 6 | 645 | - 8 | 5,774 | 17 | + 27 | - 1 | 1,069 | 314 | 223 | 311 |
| Miscellaneous | 15 | - 1 | +14 | 2,403 | - 2 | 19,091 | 10 | + 9 | + 1 | 1,540 | 160 | 163 | 180 |

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a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
e Number does not apply in all cases to the year-to-date figures.

d Not available.
e Not affiliated with voluntary or cooperative groups.
f Chiefly of the Wholesale Drug Trade.

42000

# WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

AUGUST 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES[a] |  |  | ACCOUNTS RECEIVABLE |  |  |
|---|---|---|---|---|---|---|---|
|  |  |  |  |  | Percent change |  | As of |
|  |  | August 1947 | August 1946 | July 1947 | August 1947 vs. August 1946 | August 1947 vs. July 1947 | August 1, 1947 (Add 000) |
| **UNITED STATES** | 2,230 | 107 | 120 | 112 | +30 | 0 | $300,345 |
| Automotive Supplies | 131 | 89 | 95 | 89 | +15 | 0 | 6,217 |
| Chemicals (industrial) | 13 | 91 | 94 | 87 | + 9 | - 1 | 1,006 |
| Paints and Varnishes | 22 | 83 | 88 | 79 | +33 | - 3 | 1,558 |
| Clothing and Furnishings, except Shoes | 24 | 97 | 93 | 94 | + 7 | + 7 | 4,032 |
| Shoes and Other Footwear | 22 | 76 | 83 | 85 | +23 | + 4 | 10,848 |
| Coal | 11 | 88 | 89 | 95 | +14 | - 1 | 4,034 |
| Drugs and Sundries (liquor excluded) | 88 | 105 | 112 | 106 | +13 | + 3 | 14,452 |
| Dry Goods | 65 | 76 | 88 | 82 | - 5 | + 9 | 13,632 |
| Total Electrical Group | 493 | 89 | 104 | 95 | +81 | 0 | 99,425 |
| Full-line | 342 | 88 | 104 | 93 | +86 | 0 | 88,442 |
| Wiring Supplies, Construction Materials Distributors | 92 | 85 | 93 | 84 | +29 | - 1 | 4,682 |
| Appliances and Specialties | 59 | 108 | 116 | 120 | +67 | + 4 | 6,301 |
| Dairy and Poultry Products | 12 | 193 | 188 | 218 | -16 | +12 | 1,027 |
| Fresh Fruits and Vegetables | 57 | 184 | 189 | 209 | + 1 | + 4 | 2,239 |
| Farm Supplies | 15 | 165 | 203 | 179 | +25 | - 4 | 1,480 |
| Furniture and House Furnishings | 35 | 99 | 117 | 90 | +38 | - 7 | 8,660 |
| Refrigeration Equipment, Parts (commercial) | 20 | 108 | 100 | 102 | +29 | - 4 | 1,459 |
| Groceries | 391 | 162 | 182 | 174 | +15 | + 1 | 35,371 |
| Full-line Wholesalers[b] | 229 | 159 | 182 | 174 | +17 | + 2 | 19,692 |
| Voluntary-group Wholesalers | 85 | 162 | 172 | 171 | +13 | - 1 | 10,430 |
| Retailer-cooperative Warehouses | 12 | 287 | 303 | 264 | +12 | -15 | 1,414 |
| Specialty Lines | 65 | 130 | 164 | 144 | + 9 | + 4 | 3,835 |
| Confectionery | 24 | 154 | 156 | 158 | +14 | + 5 | 556 |
| Meats and Meat Products | 39 | 269 | 294 | 296 | +11 | - 3 | 5,602 |
| Beer | 14 | 251 | 242 | 239 | +22 | - 2 | 281 |
| Wines and Liquors | 15 | 187 | 144 | 186 | -47 | -14 | 960 |
| Total Hardware Group | 215 | 93 | 105 | 95 | +26 | - 2 | 45,619 |
| General Hardware | 107 | 97 | 110 | 99 | +26 | - 2 | 33,088 |
| Industrial Supplies | 53 | 82 | 90 | 85 | +18 | - 4 | 6,924 |
| Plumbing and Heating Supplies | 55 | 84 | 94 | 86 | +36 | + 2 | 5,607 |
| Jewelry | 125 | 63 | 72 | 64 | -21 | - 5 | 6,003 |
| Optical Goods | 12 | 90 | 101 | 89 | + 1 | + 9 | 293 |
| Lumber and Building Materials | 54 | 105 | 113 | 109 | +43 | + 2 | 6,909 |
| Machinery, Equipment, and Supplies, except Electrical | 24 | 93 | 100 | 89 | +13 | - 8 | 2,240 |
| Surgical, Medical, Eqpt. Supplies | 17 | 64 | 64 | 65 | +29 | - 3 | 1,562 |
| Metals | 19 | 100 | 109 | 97 | + 6 | - 1 | 3,568 |
| Paper and Its Products | 57 | 92 | 92 | 95 | +27 | - 1 | 7,887 |
| Petroleum | 23 | 118 | 120 | 128 | +16 | + 1 | 655 |
| Tobacco Products | 149 | 171 | 177 | 174 | + 8 | + 1 | 9,366 |
| Leather and Shoe Findings | 22 | 71 | 87 | 75 | + 3 | + 1 | 681 |
| Miscellaneous | 22 | 109 | 100 | 114 | -23 | + 5 | 2,723 |

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[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

[b] Not affiliated with voluntary or cooperative groups.

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: August 1947 vs. August 1946 | Percent change: August 1947 vs. July 1947 | August 1947 (Add 000) | Percent change from 8 mos. 1946 | Eight Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: August 1947 vs. August 1946 | Percent change: August 1947 vs. July 1947 | August 31, 1947 (Add 000) | August 1947 | August 1946 | July 1947 |
| New England | 204 | + 3 | - 4 | $21,552 | +17 | $184,251 | 128 | +36 | + 2 | $19,978 | 138 | 105 | 131 |
| Automotive Supplies | 7 | + 6 | + 7 | 314 | +12 | 3,531 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 4 | -11 | +33 | 664 | - 9 | 4,701 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 12 | + 5 | - 6 | 2,069 | + 5 | 16,308 | 10 | + 9 | + 2 | 2,895 | 173 | 166 | 160 |
| Dry Goods | 4 | -35 | - 1 | 214 | -24 | 1,638 | 4 | +75 | + 5 | 303 | 142 | 53 | 133 |
| Electrical Group | 50 | +17 | -16 | 5,282 | +80 | 44,587 | 39 | +47 | - 1 | 6,892 | 143 | 115 | 121 |
| Fresh Fruits and Vegetables | 8 | - 7 | -39 | 630 | -13 | 3,879 | 5 | - 7 | 0 | 14 | 5 | 5 | 4 |
| Groceries | 26 | - 2 | - 6 | 3,486 | 0 | 31,118 | 13 | +58 | + 7 | 1,917 | 134 | 81 | 114 |
| Industrial Supplies | 8 | - 1 | - 4 | 609 | +17 | 5,503 | 6 | +33 | + 1 | 1,961 | 355 | 265 | 338 |
| Plumbing and Heating Supplies | 6 | +50 | +13 | 322 | +50 | 2,420 | d | d | d | d | d | d | d |
| Jewelry | 5 | -10 | +43 | 291 | -11 | 2,390 | d | d | d | d | d | d | d |
| Metals | 4 | - 2 | - 3 | 87 | +16 | 2,667 | d | d | d | d | d | d | d |
| Paper and Its Products | 5 | +10 | + 6 | 297 | +19 | 2,382 | 4 | +10 | - 4 | 244 | 144 | 157 | 153 |
| Tobacco Products | 27 | - 1 | - 2 | 3,292 | - 1 | 22,457 | 7 | + 4 | - 1 | 262 | 37 | 36 | 38 |
| Middle Atlantic | 617 | + 5 | + 2 | 82,718 | +13 | 811,314 | 365 | +39 | + 2 | 62,546 | 126 | 98 | 125 |
| Automotive Supplies | 34 | - 8 | 0 | 1,220 | + 5 | 8,776 | 25 | +47 | - 2 | 1,593 | 185 | 118 | 191 |
| Paints and Varnishes | 4 | + 7 | -18 | 87 | +13 | 818 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 8 | +25 | +14 | 3,614 | +35 | 28,307 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 6 | +18 | +34 | 930 | - 1 | 7,490 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 20 | + 2 | - 8 | 5,639 | + 4 | 50,924 | 15 | + 7 | + 7 | 5,910 | 158 | 150 | 137 |
| Dry Goods | 29 | - 6 | +35 | 5,133 | + 4 | 46,189 | 15 | +53 | + 6 | 4,132 | 166 | 108 | 196 |
| Electrical Group | 100 | +45 | - 3 | 16,074 | +91 | 125,646 | 77 | +74 | - 3 | 15,930 | 106 | 91 | 106 |
| Dairy and Poultry Products | 4 | -34 | 0 | 544 | +34 | 26,050 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 21 | - 3 | -23 | 1,614 | - 6 | 13,465 | 13 | + 6 | + 9 | 159 | 19 | 17 | 13 |
| Farm Supplies | 5 | + 3 | - 7 | 1,133 | +12 | 6,847 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 11 | +17 | +67 | 1,396 | +23 | 13,671 | 7 | +41 | - 5 | 792 | 69 | 54 | 124 |
| Groceries | 81 | - 3 | - 2 | 14,701 | + 1 | 128,122 | 38 | +11 | +16 | 7,319 | 115 | 96 | 100 |
| Confectionery | 6 | + 5 | + 5 | 458 | + 6 | 3,495 | d | d | d | d | d | d | d |
| Meats and Meat Products | 9 | - 5 | - 8 | 2,029 | +35 | 27,612 | 9 | +81 | - 5 | 1,084 | 53 | 28 | 52 |
| Beer | 8 | +34 | +11 | 458 | +19 | 2,860 | d | d | d | d | d | d | d |
| General Hardware | 26 | - 9 | + 2 | 5,108 | +16 | 47,791 | 17 | +64 | + 5 | 6,935 | 217 | 127 | 213 |
| Industrial Supplies | 22 | + 8 | 0 | 1,698 | +37 | 19,305 | 15 | +18 | - 1 | 1,974 | 177 | 161 | 188 |
| Plumbing and Heating Supplies | 17 | +11 | +14 | 1,461 | +31 | 12,105 | 7 | +79 | + 3 | 641 | 120 | 79 | 103 |
| Jewelry | 53 | -30 | +38 | 1,325 | -28 | 5,968 | 22 | - 3 | 0 | 2,408 | 298 | 216 | 442 |
| Optical Goods | 5 | -15 | -14 | 128 | - 2 | 1,115 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 15 | +20 | - 5 | 2,322 | +32 | 17,846 | 5 | +36 | + 6 | 684 | 48 | 36 | 42 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | +15 | +10 | 601 | +21 | 5,354 | d | d | d | d | d | d | d |
| Surgical, Medical, Eqpt. Supplies | 6 | + 1 | +12 | 230 | +16 | 1,800 | 5 | +21 | + 1 | 337 | 223 | 188 | 256 |
| Paper and Its Products | 19 | +16 | + 7 | 1,889 | +28 | 19,469 | 9 | +42 | + 4 | 710 | 108 | 80 | 93 |
| Petroleum | 23 | +19 | - 4 | 796 | +18 | 5,850 | d | d | d | d | d | d | d |
| Tobacco Products | 45 | + 5 | + 1 | 5,429 | +10 | 97,236 | 22 | +16 | + 2 | 991 | 35 | 34 | 37 |
| Leather and Shoe Findings | 10 | -12 | + 3 | 114 | -13 | 759 | 4 | +15 | - 3 | 75 | 121 | 93 | 131 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: August 1947 vs August 1946 | Percent change: August 1947 vs July 1947 | August 1947 (Add 000) | Percent change From 8 Mos. 1946 | Eight Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: August 1947 vs August 1946 | Percent change: August 1947 vs July 1947 | August 31, 1947 (Add 000) | August 1947 | August 1946 | July 1947 |
| East North Central | 552 | + 6 | - 4 | $84,161 | +24 | $743,427 | 373 | + 38 | + 1 | $80,533 | 128 | 101 | 121 |
| Automotive Supplies | 44 | + 4 | - 1 | 1,716 | +16 | 20,779 | 34 | + 60 | 0 | 2,223 | 162 | 112 | 161 |
| Paints and Varnishes | 7 | - 1 | - 6 | 517 | +21 | 4,672 | d | d | d | d | d | d | d |
| Coal | 4 | +23 | +33 | 2,238 | +32 | 14,304 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 24 | + 3 | - 5 | 6,111 | + 8 | 53,307 | 18 | + 21 | + 7 | 7,928 | 183 | 153 | 163 |
| Dry Goods | 4 | -15 | + 2 | 999 | - 5 | 10,634 | 4 | + 47 | + 7 | 1,307 | 131 | 75 | 125 |
| Electrical Group | 101 | +27 | - 6 | 20,894 | +83 | 158,765 | 84 | + 56 | - 5 | 22,728 | 115 | 94 | 112 |
| Dairy and Poultry Products | 8 | + 5 | -20 | 447 | +39 | 7,230 | 4 | - 6 | + 7 | 29 | 23 | 29 | 20 |
| Fresh Fruits and Vegetables | 12 | +15 | - 7 | 597 | + 1 | 9,095 | 7 | + 39 | - 8 | 110 | 24 | 21 | 26 |
| Farm Supplies | 6 | + 6 | - 4 | 871 | + 1 | 6,360 | d | d | d | d | d | d | d |
| Groceries | 85 | + 1 | - 6 | 14,255 | + 9 | 139,966 | 61 | + 35 | +12 | 15,797 | 146 | 113 | 123 |
| Confectionery | 6 | + 1 | 0 | 177 | + 8 | 2,044 | d | d | d | d | d | d | d |
| Meats and Meat Products | 14 | 0 | -15 | 7,289 | +39 | 57,931 | 11 | +139 | - 5 | 1,861 | 43 | 19 | 38 |
| Beer | 11 | +82 | + 6 | 717 | +37 | 4,600 | d | d | d | d | d | d | d |
| Wines and Liquors | 6 | -35 | -12 | 368 | -23 | 7,474 | 6 | - 1 | + 1 | 701 | 190 | 124 | 167 |
| General Hardware | 14 | + 3 | - 3 | 7,374 | +31 | 72,524 | 13 | + 39 | - 2 | 13,024 | 179 | 132 | 176 |
| Industrial Supplies | 7 | 0 | - 9 | 207 | +28 | 7,046 | 6 | + 43 | + 3 | 353 | 177 | 121 | 155 |
| Plumbing and Heating Supplies | 12 | +12 | 0 | 1,058 | +34 | 9,010 | 10 | + 57 | - 3 | 1,443 | 158 | 109 | 162 |
| Jewelry | 52 | -23 | +50 | 2,175 | -24 | 9,311 | 23 | - 12 | + 2 | 2,999 | 230 | 198 | 355 |
| Lumber and Building Materials | 12 | +21 | - 1 | 1,263 | +42 | 9,844 | 7 | + 97 | -10 | 455 | 65 | 44 | 71 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | +14 | - 9 | 684 | +27 | 7,517 | 7 | + 41 | + 4 | 682 | 123 | 96 | 107 |
| Surgical, Medical, Eqpt., Supplies | 4 | +10 | - 4 | 487 | +37 | 11,657 | d | d | d | d | d | d | d |
| Paper and Its Products | 22 | -11 | - 2 | 4,147 | +13 | 34,980 | 10 | + 34 | - 2 | 1,464 | 97 | 81 | 94 |
| Tobacco Products | 52 | + 4 | - 1 | 6,928 | + 5 | 58,579 | 27 | + 15 | - 4 | 1,780 | 52 | 47 | 54 |
| Leather and Shoe Findings | 9 | -16 | - 5 | 127 | -12 | 1,178 | d | d | d | d | d | d | d |
| West North Central | 278 | + 9 | + 1 | 50,607 | +20 | 538,202 | 208 | + 38 | + 3 | 60,856 | 148 | 118 | 146 |
| Clothing and Furnishings, except Shoes | 4 | -17 | +14 | 281 | + 9 | 2,163 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 21 | + 1 | - 4 | 4,538 | + 7 | 36,319 | 20 | + 6 | + 5 | 7,088 | 175 | 170 | 162 |
| Electrical Group | 53 | +40 | - 8 | 9,790 | +88 | 74,005 | 49 | + 77 | - 2 | 11,067 | 117 | 94 | 110 |
| Fresh Fruits and Vegetables | 5 | +11 | - 2 | 587 | + 7 | 5,030 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 4 | +39 | +38 | 5,390 | +42 | 40,305 | d | d | d | d | d | d | d |
| Groceries | 51 | - 2 | - 8 | 5,852 | + 8 | 95,475 | 38 | + 28 | + 6 | 7,673 | 174 | 131 | 149 |
| Confectionery | 4 | - 5 | - 4 | 270 | +11 | 2,927 | 4 | + 31 | - 5 | 151 | 56 | 41 | 57 |
| Beer | 6 | +90 | - 1 | 188 | +63 | 2,449 | d | d | d | d | d | d | d |
| General Hardware | 14 | + 7 | + 6 | 6,337 | +32 | 76,244 | 14 | + 54 | - 1 | 11,934 | 188 | 131 | 201 |
| Industrial Supplies | 4 | +16 | -13 | 276 | +26 | 4,757 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 8 | + 9 | - 4 | 863 | +42 | 10,336 | 5 | + 79 | - 4 | 385 | 106 | 74 | 107 |
| Jewelry | 14 | - 5 | +65 | 1,068 | -21 | 2,658 | 6 | + 9 | - 7 | 1,083 | 221 | 183 | 415 |
| Paper and Its Products | 4 | - 2 | - 6 | 168 | +12 | 1,994 | d | d | d | d | d | d | d |
| Tobacco Products | 29 | + 6 | - 4 | 2,138 | + 7 | 23,529 | 16 | + 24 | - 5 | 672 | 57 | 50 | 58 |
| Leather and Shoe Findings | 4 | -11 | - 5 | 40 | -11 | 575 | d | d | d | d | d | d | d |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

AUGUST 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales c | Percent change | | | | | Number of firms reporting stocks | Percent change | | | | | |
| | | August 1947 vs. August 1946 | August 1947 vs. July 1947 | August 1947 (Add 000) | Percent change from 8 mos. 1946 | Eight Months 1947 (Add 000) | | August 1947 vs. August 1946 | August 1947 vs. July 1947 | August 31, 1947 (Add 000) | August 1947 | August 1946 | July 1947 |
| South Atlantic | 386 | +12 | - 3 | $42,245 | + 26 | $396,020 | 251 | + 55 | - 2 | $41,431 | 136 | 100 | 133 |
| Automotive Supplies | 16 | - 5 | - 5 | 624 | + 11 | 8,565 | 11 | + 75 | - 4 | 695 | 211 | 116 | 215 |
| Paints and Varnishes | 4 | +10 | + 8 | 322 | + 16 | 2,115 | 4 | + 48 | + 1 | 274 | 85 | 63 | 92 |
| Drugs and Sundries (liquor excluded) | 30 | + 4 | - 2 | 4,691 | + 8 | 36,188 | 20 | + 11 | + 4 | 6,524 | 220 | 203 | 203 |
| Dry Goods | 9 | +12 | +28 | 1,814 | + 6 | 14,489 | 5 | + 82 | - 4 | 2,587 | 226 | 162 | 288 |
| Electrical Group | 75 | +41 | - 7 | 10,946 | +103 | 97,542 | 69 | +116 | - 8 | 13,578 | 127 | 83 | 128 |
| Fresh Fruits and Vegetables | 10 | - 8 | -14 | 510 | - 3 | 5,259 | 6 | - 11 | - 8 | 56 | 20 | 21 | 19 |
| Furniture and House Furnishings | 5 | +34 | +56 | 454 | + 24 | 3,734 | d | d | d | d | d | d | d |
| Groceries | 99 | + 8 | - 7 | 10,727 | + 15 | 93,553 | 46 | + 33 | + 9 | 5,449 | 105 | 83 | 90 |
| Confectionery | 16 | + 4 | - 1 | 430 | + 14 | 3,693 | 9 | + 37 | + 6 | 357 | 99 | 77 | 95 |
| Meats and Meat Products | 5 | -16 | - 2 | 1,169 | + 19 | 9,446 | 4 | + 47 | - 6 | 489 | 42 | 24 | 44 |
| Beer | 6 | - 6 | - 6 | 301 | + 19 | 2,877 | d | d | d | d | d | d | d |
| General Hardware | 17 | +15 | - 5 | 2,495 | + 28 | 29,268 | 13 | + 62 | - 4 | 2,898 | 155 | 118 | 152 |
| Industrial Supplies | 7 | +18 | +10 | 716 | + 45 | 8,007 | 5 | + 63 | - 1 | 927 | 147 | 105 | 168 |
| Jewelry | 9 | - 7 | +68 | 314 | - 20 | 1,224 | 4 | - 10 | -13 | 375 | 186 | 217 | 384 |
| Lumber and Building Materials | 7 | +72 | - 4 | 531 | + 54 | 7,831 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | - 5 | -13 | 124 | + 25 | 2,326 | 4 | + 49 | +12 | 278 | 224 | 144 | 175 |
| Paper and Its Products | 9 | +22 | - 3 | 714 | + 28 | 5,810 | d | d | d | d | d | d | d |
| Tobacco Products | 20 | - 4 | -11 | 1,839 | + 1 | 20,925 | 14 | + 15 | + 3 | 765 | 52 | 44 | 46 |
| East South Central | 161 | + 6 | - 2 | 21,089 | + 23 | 180,531 | 104 | + 35 | - 1 | 20,376 | 132 | 104 | 129 |
| Drugs and Sundries (liquor excluded) | 20 | - 4 | + 1 | 3,175 | + 4 | 22,183 | 14 | + 12 | + 2 | 4,589 | 186 | 163 | 186 |
| Dry Goods | 8 | -10 | +26 | 1,567 | - 11 | 12,441 | 4 | + 29 | - 7 | 1,647 | 153 | 115 | 227 |
| Electrical Group | 23 | +46 | - 5 | 3,439 | + 85 | 30,986 | 23 | +104 | - 5 | 4,070 | 118 | 85 | 118 |
| Fresh Fruits and Vegetables | 7 | +22 | -16 | 284 | + 3 | 1,773 | d | d | d | d | d | d | d |
| Groceries | 35 | - 1 | - 9 | 4,512 | + 14 | 36,700 | 23 | + 37 | + 2 | 4,016 | 121 | 89 | 107 |
| Confectionery | 8 | +12 | - 3 | 300 | + 13 | 2,538 | d | d | d | d | d | d | d |
| Beer | 5 | +115 | 0 | 133 | + 48 | 774 | 5 | - 7 | -26 | 40 | 30 | 69 | 41 |
| General Hardware | 8 | +10 | - 9 | 2,026 | + 33 | 25,841 | 5 | + 30 | - 4 | 2,377 | 160 | 137 | 144 |
| Lumber and Building Materials | 4 | +120 | +13 | 771 | +120 | 5,334 | d | d | d | d | d | d | d |
| Tobacco Products | 14 | + 1 | - 4 | 923 | 0 | 6,878 | 6 | + 43 | - 5 | 273 | 48 | 34 | 47 |
| West South Central | 263 | +14 | - 3 | 39,519 | + 22 | 344,249 | 185 | + 57 | + 1 | 45,357 | 146 | 107 | 139 |
| Automotive Supplies | 12 | -14 | + 4 | 574 | - 1 | 6,973 | 10 | + 69 | 0 | 900 | 226 | 104 | 226 |
| Drugs and Sundries (liquor excluded) | 18 | +17 | +11 | 3,988 | + 5 | 32,843 | 15 | + 19 | + 8 | 6,500 | 175 | 175 | 183 |
| Dry Goods | 4 | +40 | +29 | 663 | - 17 | 5,477 | d | d | d | d | d | d | d |
| Electrical Group | 49 | +57 | - 7 | 8,214 | + 92 | 58,709 | 43 | +124 | + 1 | 10,332 | 130 | 93 | 121 |
| Groceries | 87 | + 8 | - 3 | 11,951 | + 13 | 102,285 | 58 | + 48 | + 5 | 9,656 | 112 | 83 | 105 |
| Confectionery | 4 | -18 | + 8 | 79 | + 19 | 1,130 | d | d | d | d | d | d | d |
| General Hardware | 15 | + 8 | + 9 | 3,690 | + 26 | 38,660 | 9 | + 66 | - 1 | 5,494 | 212 | 129 | 227 |
| Industrial Supplies | 4 | +19 | + 1 | 1,995 | + 34 | 22,122 | d | d | d | d | d | d | d |
| Jewelry | 4 | -14 | +58 | 210 | - 33 | 692 | 4 | - 35 | +11 | 381 | 181 | 241 | 257 |
| Tobacco Products | 31 | + 8 | -16 | 3,308 | + 24 | 19,321 | 15 | + 43 | + 1 | 2,349 | 114 | 87 | 88 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
AUGUST 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES--CURRENT MONTH | | | | SALES--YEAR-TO-DATE[a] | | INVENTORY--END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | August 1947 (Add 000) | Percent change from 8 mos. 1946 | Eight Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | August 31, 1947 (Add 000) | August 1947 | August 1946 | July 1947 |
| | | August 1947 vs. August 1946 | August 1947 vs. July 1947 | | | | | August 1947 vs. August 1946 | August 1947 vs. July 1947 | | | | |
| Mountain | 139 | +16 | - 3 | $17,238 | +29 | $145,520 | 106 | +68 | + 3 | $21,132 | 160 | 111 | 151 |
| Automotive Supplies | 11 | + 7 | - 5 | 631 | +21 | 6,365 | 5 | +80 | - 1 | 219 | 228 | 139 | 235 |
| Drugs and Sundries (liquor excluded) | 10 | + 6 | + 3 | 1,192 | +17 | 13,382 | 8 | +29 | + 3 | 1,858 | 195 | 160 | 197 |
| Electrical Group | 27 | +52 | - 6 | 3,653 | +97 | 26,095 | 21 | +124 | + 9 | 5,233 | 157 | 109 | 134 |
| Groceries | 29 | +10 | - 4 | 3,880 | +12 | 28,956 | 27 | +61 | + 6 | 6,988 | 187 | 128 | 168 |
| General Hardware | 7 | +10 | - 9 | 1,816 | +35 | 14,641 | d | d | d | d | d | d | d |
| Jewelry | 4 | -48 | + 4 | 55 | -50 | 212 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 4 | +38 | + 1 | 1,314 | +73 | 12,183 | d | d | d | d | d | d | d |
| Tobacco Products | 12 | - 1 | + 2 | 929 | - 2 | 6,726 | 8 | +11 | + 1 | 351 | 88 | 86 | 84 |
| Pacific | 290 | +12 | 0 | 52,675 | +18 | 542,942 | 192 | +52 | + 2 | 69,300 | 177 | 128 | 173 |
| Automotive Supplies | 25 | + 1 | - 4 | 1,266 | +13 | 23,409 | 11 | +105 | + 6 | 1,129 | 192 | 117 | 173 |
| Clothing and Furnishings, except Shoes | 5 | + 4 | +54 | 186 | - 7 | 1,298 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 6 | +46 | +24 | 416 | +36 | 3,203 | 5 | +103 | - 6 | 742 | 184 | 135 | 242 |
| Drugs and Sundries (liquor excluded) | 15 | - 3 | - 1 | 5,450 | + 1 | 44,585 | 15 | + 3 | + 4 | 10,840 | 199 | 188 | 190 |
| Electrical Group | 56 | +34 | - 4 | 12,078 | +81 | 97,621 | 50 | +169 | - 1 | 20,133 | 171 | 86 | 166 |
| Fresh Fruits and Vegetables | 6 | - 4 | + 6 | 1,292 | + 3 | 10,389 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 8 | +21 | - 1 | 1,536 | +36 | 20,359 | 5 | + 48 | - 5 | 3,975 | 290 | 237 | 297 |
| Groceries | 27 | +10 | - 1 | 7,780 | + 5 | 132,359 | 20 | + 23 | + 7 | 7,014 | 141 | 118 | 129 |
| Meats and Meat Products | 5 | +27 | -11 | 2,702 | +51 | 17,278 | d | d | d | d | d | d | d |
| General Hardware | 11 | +22 | +10 | 6,201 | +23 | 59,805 | 7 | + 52 | - 5 | 8,709 | 215 | 151 | 262 |
| Industrial Supplies | 7 | -25 | 0 | 1,481 | + 1 | 12,201 | 6 | + 32 | +25 | 4,181 | 304 | 166 | 236 |
| Plumbing and Heating Supplies | 5 | + 8 | - 5 | 909 | +43 | 7,860 | d | d | d | d | d | d | d |
| Jewelry | 32 | -23 | +44 | 838 | -19 | 6,629 | 19 | - 10 | - 3 | 1,510 | 215 | 222 | 340 |
| Lumber and Building Materials | 10 | +34 | +14 | 1,341 | +44 | 11,509 | 8 | +145 | + 8 | 977 | 96 | 60 | 111 |
| Machinery, Eqpt., and Supplies, except Electrical | 8 | + 9 | + 1 | 664 | +21 | 7,130 | 5 | + 56 | + 3 | 961 | 289 | 200 | 276 |
| Metals | 5 | - 1 | - 5 | 696 | +11 | 5,307 | d | d | d | d | d | d | d |
| Tobacco Products | 17 | - 7 | - 8 | 1,152 | - 4 | 22,526 | 10 | + 8 | - 4 | 415 | 54 | 47 | 53 |
| Leather and Shoe Findings | 6 | - 9 | -12 | 266 | - 4 | 2,355 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.

States Comprising Geographic Divisions:
New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

Ref

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*
BUREAU OF THE CENSUS
J. C. CAPT, *Director*

MONTHLY

# WHOLESALE TRADE

REPORT*

THE LIBRARY OF THE
NOV 8 1947
UNIVERSITY OF ILLINOIS

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## SEPTEMBER 1947

For Release
NOVEMBER 3, 1947

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,033 merchant wholesalers representing all parts of the country.

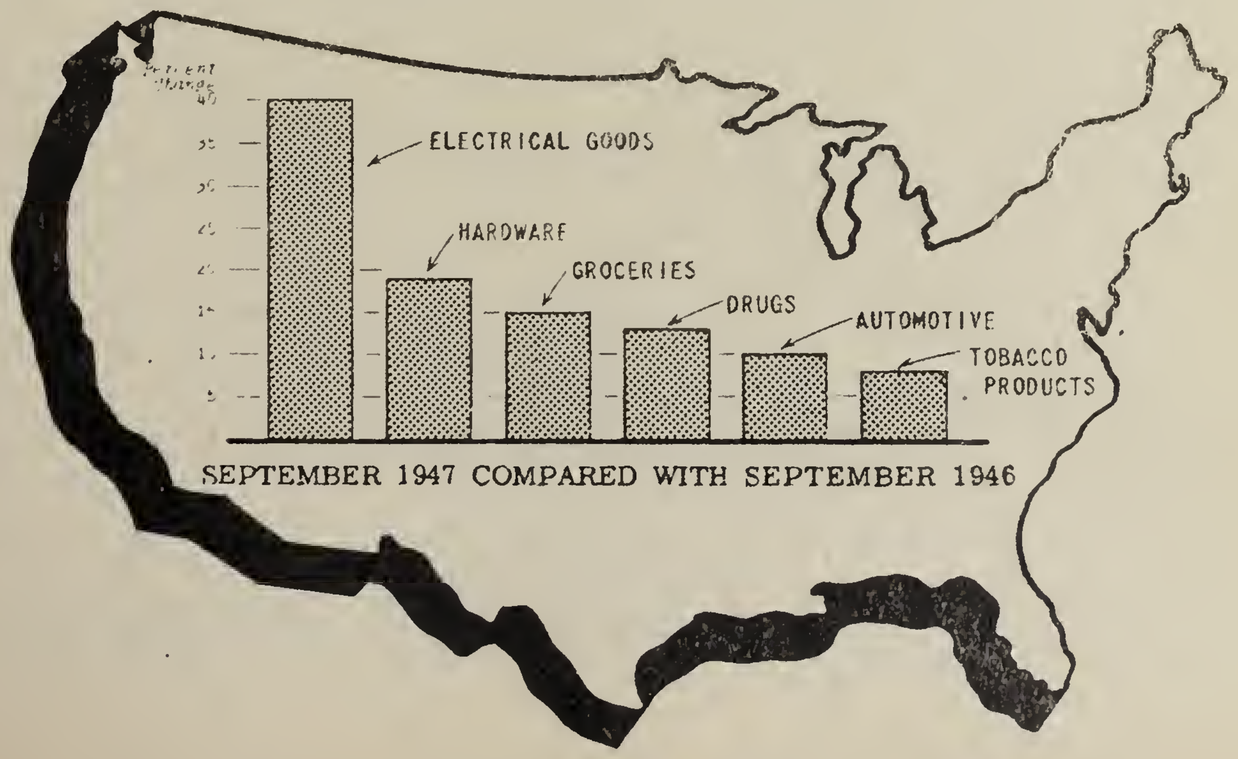
Reversing a declining sales increase, September sales of merchant wholesalers were up 20 percent over September 1946, whereas corresponding August sales were up only nine percent over last year and July sales were up 19 percent. September sales were up seven percent over August of this year, the second largest month-to-month increase of the year — March sales were up nine percent over February. Dollar sales, all trades combined, for the first nine months of this year were up 21 percent over the corresponding period of last year.

Thirty-four of the 39 trades for which data are shown separately in the accompanying tables recorded sales increases over September of last year, decreases being recorded by dairy products, wines and liquors, jewelry, and "miscellaneous." Trades recording sales increases of 40 percent or more over last year included electrical goods, furniture, meats, and lumber. On the year-to-date basis, 30 of the 39 trades recorded increases over dollar volume of last year, the increases ranging up to 50 percent or more in the case of electrical goods, meats, and lumber.

Inventories, valued at cost, were up 36 percent over September 30 of last year but they registered little change (up 1 percent) from August 31 of this year. The 36 percent increase over a year ago is the smallest year-to-year percentage increase in dollar inventories since June 1946. Most trades have recorded little change in inventories (valued at cost) in the past six months.

Beginning-of-September accounts receivable were 26 percent above a year earlier and up five percent over the first of August. With sales up only 20 percent from September 1946 to September 1947 and receivables up 26 percent, the credit period recorded a slight increase. It is slightly longer than it was a year ago for most lines of trade.

TRENDS IN SALES – SIX TRADES



SEPTEMBER 1947 COMPARED WITH SEPTEMBER 1946

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

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# DEPARTMENT OF COMMERCE
# BUREAU OF THE CENSUS
# WASHINGTON

## WHOLESALERS' SALES AND INVENTORIES

SEPTEMBER 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH |  |  |  | SALES—YEAR-TO-DATE[a] |  | INVENTORY—END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS[b] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales[c] | Percent change |  | September 1947 | Percent change from 9 mos. 1946 | Nine Months 1947 | Number of firms reporting stocks | Percent change |  | September 30 1947 | Sept. 1947 | Sept. 1946 | Aug. 1947 |
|  |  | Sept. 1947 vs. Sept. 1946 | Sept. 1947 vs. Aug. 1947 | (Add 000) |  | (Add 000) |  | Sept. 1947 vs. Sept. 1946 | Sept. 1947 vs. Aug. 1947 | (Add 000) |  |  |  |
| UNITED STATES | 3,033 | +20 | + 7 | $499,442 | +21 | $4,835,815 | 1,991 | + 36 | + 1 | $452,835 | 126 | 112 | 138 |
| Automotive Supplies | 213 | +10 | + 9 | 16,844 | +11 | 157,351 | 126 | + 44 | + 1 | 11,634 | 182 | 133 | 187 |
| Chemicals (industrial) | 13 | + 7 | + 2 | 1,023 | +22 | 15,606 | 9 | + 46 | - 2 | 851 | 133 | 94 | 130 |
| Paints and Varnishes | 24 | + 8 | + 3 | 1,744 | +43 | 62,531 | 13 | + 59 | + 2 | 1,266 | 128 | 95 | 138 |
| Clothing and Furnishings, except Shoes | 32 | +32 | +20 | 5,659 | +19 | 41,536 | 14 | +104 | - 9 | 964 | 102 | 77 | 127 |
| Shoes and Other Footwear | 25 | +32 | + 6 | 25,840 | +23 | 210,880 | 15 | + 85 | -11 | 6,565 | 54 | 35 | 64 |
| Coal | 10 | +35 | + 7 | 3,932 | +36 | 42,283 | 4 | + 50 | +31 | 3,804 | 395 | 317 | 329 |
| Drugs and Sundries (liquor excluded) | 171 | +13 | +17 | 43,060 | + 6 | 352,258 | 134 | + 11 | + 5 | 57,101 | 168 | 171 | 187 |
| Dry Goods | 76 | + 6 | +16 | 24,411 | - 1 | 188,901 | 44 | + 18 | - 8 | 23,143 | 131 | 114 | 169 |
| Total Electrical Group | 541 | +40 | +10 | 102,499 | +80 | 828,390 | 459 | + 78 | - 1 | 110,549 | 113 | 90 | 126 |
| Full-line | 356 | +42 | +12 | 68,208 | +85 | 708,609 | 349 | + 80 | - 1 | 98,621 | 113 | 89 | 128 |
| Wiring Supplies, Construction Materials Distributors | 119 | +31 | - 2 | 6,528 | +39 | 53,023 | 66 | + 54 | + 2 | 4,897 | 111 | 99 | 106 |
| Appliances and Specialties | 66 | +30 | + 8 | 7,763 | +68 | 66,758 | 44 | + 75 | 0 | 7,031 | 115 | 88 | 122 |
| Dairy and Poultry Products | 23 | -11 | + 2 | 2,852 | +27 | 48,315 | 13 | + 14 | -10 | 1,283 | 54 | 42 | 60 |
| Fresh Fruits and Vegetables | 70 | + 6 | +12 | 6,169 | - 1 | 66,685 | 41 | + 24 | +29 | 528 | 20 | 16 | 14 |
| Farm Supplies | 17 | +32 | + 3 | 3,206 | +22 | 40,340 | 9 | + 45 | + 6 | 1,285 | 113 | 98 | 116 |
| Furniture and House Furnishings | 43 | +42 | +12 | 10,530 | +34 | 106,460 | 26 | + 35 | - 2 | 9,091 | 104 | 109 | 120 |
| Refrigeration Eqpt., Parts (commercial) | 29 | +25 | - 2 | 969 | d | d | 25 | + 40 | - 1 | 1,689 | 194 | 171 | 193 |
| Groceries | 545 | +15 | +16 | 97,559 | + 9 | 914,502 | 345 | + 30 | + 5 | 81,342 | 124 | 112 | 137 |
| Full-line wholesalers[e] | 327 | +15 | +15 | 55,857 | + 9 | 448,926 | 212 | + 33 | + 6 | 54,021 | 129 | 112 | 141 |
| Voluntary-group wholesalers | 112 | +12 | +17 | 23,093 | + 8 | 288,896 | 79 | + 22 | + 4 | 19,295 | 120 | 114 | 135 |
| Retailer-cooperative warehouses | 18 | +20 | +27 | 6,761 | +12 | 56,628 | 11 | + 58 | + 8 | 4,320 | 121 | 95 | 140 |
| Specialty lines | 88 | +20 | +14 | 11,848 | + 8 | 120,052 | 43 | + 10 | - 2 | 3,706 | 93 | 107 | 107 |
| Confectionery | 56 | +11 | + 9 | 2,619 | + 9 | 21,311 | 29 | + 38 | +12 | 1,177 | 65 | 53 | 64 |
| Meats and Meat Products | 37 | +97 | + 8 | 9,430 | +62 | 300,857 | 31 | +145 | +12 | 4,200 | 49 | 39 | 47 |
| Beer | 39 | +25 | -14 | 1,689 | +18 | 18,185 | 28 | + 41 | + 5 | 387 | 32 | 28 | 26 |
| Wines and Liquor | 19 | - 8 | +24 | 3,919 | -23 | 83,209 | 17 | + 15 | - 2 | 5,535 | 142 | 110 | 181 |
| Liquor Departments of Other Trades[f] | 49 | - 8 | +25 | 9,146 | -30 | 72,498 | 46 | + 6 | + 3 | 20,307 | 229 | 197 | 277 |
| Total Hardware Group | 231 | +19 | + 9 | 54,046 | +27 | 568,632 | 148 | + 42 | - 1 | 67,531 | 169 | 144 | 187 |
| General hardware | 112 | +18 | + 9 | 41,137 | +26 | 420,941 | 81 | + 40 | - 2 | 55,723 | 169 | 145 | 189 |
| Industrial supplies | 59 | +17 | + 7 | 7,349 | +26 | 93,516 | 36 | + 44 | + 2 | 8,340 | 200 | 155 | 202 |
| Plumbing and heating supplies | 60 | +36 | + 7 | 5,560 | +39 | 54,375 | 31 | + 70 | - 3 | 3,468 | 125 | 101 | 136 |
| Jewelry | 179 | -12 | +18 | 7,173 | -21 | 38,958 | 94 | - 10 | - 3 | 9,681 | 210 | 202 | 249 |
| Optical Goods | 13 | + 4 | + 7 | 259 | - 4 | 2,361 | 8 | - 12 | - 6 | 99 | 85 | 100 | 97 |
| Lumber and Building Materials | 57 | +52 | +10 | 8,219 | +51 | 83,175 | 31 | + 80 | 0 | 3,846 | 71 | 60 | 79 |
| Machinery, Eqpt., and Supplies, except Electrical | 38 | +11 | -13 | 3,689 | +26 | 51,387 | 27 | + 45 | +13 | 5,579 | 200 | 146 | 142 |
| Surgical, Medical, Equipment Supplies | 19 | +22 | 0 | 1,039 | +27 | 18,433 | 13 | + 15 | 0 | 1,027 | 132 | 143 | 134 |
| Metals | 19 | + 7 | + 4 | 3,010 | + 9 | 41,131 | 9 | + 58 | - 2 | 3,473 | 170 | 117 | 180 |
| Paper and Its Products | 63 | +24 | +11 | 7,687 | +18 | 83,274 | 32 | + 34 | + 2 | 4,064 | 100 | 89 | 108 |
| Petroleum | 26 | +28 | + 9 | 1,019 | +19 | 8,431 | 24 | + 17 | - 1 | 536 | 60 | 64 | 67 |
| Tobacco Products | 304 | + 8 | - 1 | 37,063 | + 6 | 330,862 | 150 | + 18 | + 7 | 11,375 | 57 | 53 | 52 |
| Leather and Shoe Findings | 36 | + 6 | + 9 | 686 | - 8 | 6,537 | 16 | + 28 | - 1 | 1,090 | 310 | 240 | 351 |
| Miscellaneous | 16 | - 8 | 0 | 2,452 | - 3 | 21,600 | 11 | + 20 | + 4 | 1,855 | 176 | 139 | 174 |

a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Not available.

e Not affiliated with voluntary or cooperative groups.

f Chiefly of the Wholesale Drug Trade.

# WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

SEPTEMBER 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES[a] |  |  | ACCOUNTS RECEIVABLE |  |  |
|---|---|---|---|---|---|---|---|
|  |  |  |  |  | Percent change |  | As of September 1, 1947 |
|  |  | September 1947 | September 1946 | August 1947 | Sept. 1947 vs. Sept. 1946 | Sept. 1947 vs. Aug. 1947 | (Add 000) |
| **UNITED STATES** | 2,332 | 108 | 113 | 106 | +26 | + 5 | $331,583 |
| Automotive Supplies | 152 | 93 | 92 | 85 | +11 | + 2 | 7,778 |
| Chemicals (industrial) | 12 | 90 | 90 | 92 | + 3 | + 5 | 966 |
| Paints and Varnishes | 23 | 83 | 81 | 79 | +22 | - 4 | 1,590 |
| Clothing and Furnishings, except Shoes | 28 | 107 | 101 | 102 | +17 | +14 | 4,543 |
| Shoes and Other Footwear | 21 | 81 | 87 | 76 | +34 | +31 | 15,892 |
| Coal | 10 | 83 | 88 | 84 | +23 | +23 | 4,144 |
| Drugs and Sundries (liquor excluded) | 84 | 105 | 111 | 106 | +12 | + 3 | 13,587 |
| Dry Goods | 69 | 68 | 78 | 66 | + 5 | +16 | 26,494 |
| Total Electrical Group | 508 | 91 | 98 | 90 | +58 | - 1 | 101,423 |
| Full-line | 352 | 90 | 98 | 89 | +62 | - 2 | 88,577 |
| Wiring Supplies, Construction Materials Distributors | 96 | 84 | 90 | 85 | +46 | + 6 | 6,652 |
| Appliances and Specialties | 60 | 112 | 99 | 110 | +28 | + 2 | 6,194 |
| Dairy and Poultry Products | 16 | 126 | 140 | 118 | - 4 | - 4 | 1,421 |
| Fresh Fruits and Vegetables | 56 | 191 | 197 | 185 | +11 | + 8 | 2,173 |
| Farm Supplies | 13 | 173 | 226 | 162 | +54 | - 6 | 1,293 |
| Furniture and House Furnishings | 38 | 96 | 103 | 92 | +43 | +13 | 9,746 |
| Refrigeration Equipment, Parts (commercial) | 24 | 82 | 102 | 88 | +36 | - 5 | 893 |
| Groceries | 418 | 171 | 168 | 167 | +10 | + 8 | 41,081 |
| Full-line wholesalers[b] | 260 | 167 | 161 | 163 | + 9 | + 8 | 25,929 |
| Voluntary-group wholesalers | 81 | 190 | 191 | 189 | + 9 | + 7 | 7,186 |
| Retailer-cooperative warehouses | 13 | 301 | 276 | 291 | +14 | +15 | 1,661 |
| Specialty lines | 64 | 134 | 144 | 126 | +19 | +10 | 6,305 |
| Confectionery | 28 | 160 | 163 | 154 | +16 | + 3 | 688 |
| Meats and Meat Products | 35 | 275 | 204 | 265 | +38 | +13 | 4,036 |
| Beer | 13 | 220 | 250 | 258 | +44 | + 6 | 299 |
| Wines and Liquors | 14 | 204 | 174 | 194 | -30 | - 2 | 949 |
| Total Hardware Group | 206 | 97 | 103 | 94 | +23 | + 3 | 46,584 |
| General hardware | 102 | 100 | 107 | 97 | +21 | + 3 | 35,043 |
| Industrial supplies | 49 | 87 | 89 | 86 | +19 | + 3 | 5,978 |
| Plumbing and heating supplies | 55 | 86 | 93 | 84 | +34 | + 5 | 5,563 |
| Jewelry | 132 | 65 | 70 | 61 | -11 | +24 | 7,211 |
| Optical Goods | 11 | 97 | 95 | 86 | - 4 | - 7 | 267 |
| Lumber and Building Materials | 52 | 108 | 109 | 103 | +45 | + 1 | 6,730 |
| Machinery, Equipment, and Supplies, except Electrical | 27 | 73 | 86 | 81 | +44 | +21 | 4,116 |
| Surgical, Medical, Equipment Supplies | 17 | 65 | 74 | 67 | +27 | + 1 | 1,424 |
| Metals | 15 | 105 | 107 | 107 | +10 | + 1 | 2,717 |
| Paper and Its Products | 54 | 88 | 94 | 89 | +26 | + 9 | 7,389 |
| Petroleum | 23 | 125 | 116 | 118 | +22 | +12 | 732 |
| Tobacco Products | 183 | 206 | 201 | 201 | + 7 | - 2 | 11,710 |
| Leather and Shoe Findings | 22 | 77 | 85 | 72 | + 4 | + 1 | 710 |
| Miscellaneous | 15 | 94 | 101 | 97 | + 4 | + 7 | 2,394 |

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
[b] Not affiliated with voluntary or cooperative groups.

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# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

## SEPTEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES--CURRENT MONTH |  |  |  | SALES--YEAR-TO-DATE [a] |  | INVENTORY—END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS [b] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales [c] | Percent change: Sept. 1947 vs Sept. 1946 | Percent change: Sept. 1947 vs Aug. 1947 | September 1947 (Add 000) | Percent change from 9 mos. 1946 | Nine Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Sept. 1947 vs Sept. 1946 | Percent change: Sept. 1947 vs Aug. 1947 | Sept. 30, 1947 (Add 000) | Sept. 1947 | Sept. 1946 | Aug. 1947 |
| New England.. | 200 | + 9 | + 9 | $20,291 | +16 | $206,418 | 129 | +39 | + 2 | $18,525 | 130 | 105 | 143 |
| Automotive Supplies | 7 | - 8 | - 2 | 323 | +10 | 3,891 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 11 | +16 | +24 | 2,338 | + 6 | 18,712 | 10 | + 4 | + 1 | 2,848 | 139 | 155 | 171 |
| Electrical Group | 47 | +31 | +10 | 5,461 | +72 | 50,090 | 38 | +77 | 0 | 6,884 | 134 | 100 | 148 |
| Fresh Fruits and Vegetables | 9 | -11 | -26 | 501 | -13 | 4,430 | 6 | +38 | +47 | 22 | 10 | 6 | 5 |
| Furniture and House Furnishings | 4 | + 9 | +11 | 566 | +27 | 3,789 | d | d | d | d | d | d | d |
| Groceries | 26 | + 5 | +14 | 3,020 | 0 | 34,539 | 13 | +40 | + 4 | 2,319 | 126 | 100 | 147 |
| Confectionery | 5 | - 2 | + 5 | 385 | + 2 | 1,598 | 4 | +33 | +33 | 56 | 16 | 12 | 12 |
| Industrial Supplies | 6 | +12 | +15 | 585 | +17 | 6,088 | 4 | +28 | - 1 | 1,362 | 266 | 234 | 305 |
| Plumbing and Heating Supplies | 6 | +38 | + 6 | 341 | +48 | 2,761 | d | d | d | d | d | d | d |
| Jewelry | 7 | +16 | +22 | 443 | - 7 | 2,844 | 4 | +17 | 0 | 91 | 276 | 195 | 314 |
| Metals | 5 | -18 | + 5 | 294 | + 8 | 3,154 | d | d | d | d | d | d | d |
| Paper and Its Products | 5 | +16 | - 1 | 295 | +18 | 2,677 | 4 | +16 | + 4 | 254 | 147 | 154 | 144 |
| Tobacco Products | 28 | + 5 | - 2 | 3,241 | 0 | 25,898 | 10 | +10 | + 3 | 354 | 38 | 40 | 57 |
| Middle Atlantic | 618 | +20 | + 9 | 89,836 | +14 | 927,164 | 366 | +31 | + 1 | 62,019 | 108 | 102 | 114 |
| Automotive Supplies | 34 | +10 | + 7 | 1,180 | + 5 | 10,112 | 24 | +59 | + 6 | 1,504 | 195 | 157 | 197 |
| Clothing and Furnishings, except Shoes | 11 | +51 | +15 | 4,405 | +36 | 32,763 | 4 | +128 | -12 | 544 | 91 | 74 | 112 |
| Shoes and Other Footwear | 6 | +30 | + 4 | 965 | + 1 | 8,591 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 18 | +21 | +25 | 5,636 | + 5 | 56,648 | 15 | +13 | + 6 | 5,431 | 137 | 147 | 165 |
| Dry Goods | 29 | +17 | +15 | 5,878 | + 6 | 53,824 | 14 | +43 | - 7 | 5,753 | 131 | 118 | 165 |
| Electrical Group | 98 | +42 | +10 | 15,423 | +83 | 143,497 | 74 | +72 | + 3 | 15,248 | 107 | 89 | 113 |
| Dairy and Poultry Products | 5 | -25 | +27 | 840 | +30 | 27,006 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 16 | + 7 | +10 | 1,300 | - 5 | 14,765 | 10 | - 1 | +27 | 70 | 16 | 17 | 13 |
| Farm Supplies | 4 | +71 | +21 | 950 | +17 | 7,797 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 11 | +94 | +17 | 2,087 | +29 | 16,331 | 6 | - 1 | -13 | 664 | 48 | 94 | 67 |
| Groceries | 78 | + 8 | +13 | 12,350 | + 1 | 141,038 | 37 | +18 | + 1 | 5,970 | 110 | 112 | 114 |
| Confectionery | 9 | +11 | + 2 | 647 | + 6 | 4,305 | 5 | +17 | + 3 | 143 | 52 | 49 | 53 |
| Meats and Meat Products | 7 | +50 | - 2 | 1,545 | +37 | 30,956 | 7 | +123 | + 3 | 994 | 64 | 43 | 62 |
| Beer | 9 | +15 | -18 | 441 | +19 | 3,382 | 7 | +111 | +10 | 74 | 17 | 9 | 13 |
| General Hardware | 26 | +25 | +25 | 6,755 | +17 | 55,482 | 17 | +52 | - 2 | 6,266 | 146 | 135 | 184 |
| Industrial Supplies | 21 | +18 | + 6 | 1,792 | +34 | 21,502 | 14 | +27 | + 3 | 2,093 | 179 | 179 | 183 |
| Plumbing and Heating Supplies | 15 | +31 | + 4 | 1,228 | +31 | 13,461 | d | d | d | d | d | d | d |
| Jewelry | 43 | -22 | +23 | 1,295 | -25 | 7,825 | 16 | - 5 | - 5 | 1,504 | 219 | 184 | 278 |
| Optical Goods | 5 | + 4 | + 4 | 141 | + 2 | 1,274 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 17 | +24 | + 2 | 2,553 | +32 | 20,666 | 5 | +51 | - 2 | 668 | 46 | 57 | 48 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | +11 | + 1 | 638 | +20 | 6,026 | d | d | d | d | d | d | d |
| Surgical, Medical, Eqpt. Supplies | 7 | +23 | + 8 | 258 | +17 | 2,067 | 6 | +33 | + 3 | 395 | 228 | 208 | 240 |
| Paper and Its Products | 20 | +31 | + 4 | 2,181 | +29 | 21,719 | 12 | +80 | + 4 | 1,086 | 84 | 61 | 85 |
| Petroleum | 25 | +30 | +11 | 880 | +19 | 6,730 | d | d | d | d | d | d | d |
| Tobacco Products | 67 | + 8 | - 7 | 13,558 | + 9 | 121,138 | 59 | +16 | +10 | 6,677 | 64 | 60 | 53 |
| Leather and Shoe Findings | 10 | - 1 | +11 | 88 | -12 | 847 | 4 | +16 | - 9 | 67 | 197 | 166 | 274 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES--CURRENT MONTH | | | | SALES--YEAR-TO-DATE [a] | | INVENTORY--END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change: Sept. 1947 vs Sept. 1946 | Percent change: Sept. 1947 vs Aug. 1947 | September 1947 (Add 000) | Percent change from 9 mos. 1946 | Nine Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Sept. 1947 vs Sept. 1946 | Percent change: Sept. 1947 vs Aug. 1947 | Sept. 30, 1947 (Add 000) | Sept. 1947 | Sept. 1946 | Aug. 1947 |
| **East North Central** | 582 | +19 | +13 | $90,358 | +23 | $850,330 | 387 | +32 | 0 | $82,078 | 119 | 108 | 135 |
| Automotive Supplies | 50 | +10 | +10 | 2,826 | +14 | 24,203 | 37 | +48 | + 2 | 2,799 | 140 | 102 | 144 |
| Paints and Varnishes | 7 | + 4 | +12 | 577 | +19 | 5,249 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 6 | -10 | +55 | 295 | -27 | 1,746 | d | d | d | d | d | d | d |
| Coal | 4 | +40 | + 8 | 2,422 | +33 | 16,726 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 26 | +11 | +21 | 7,159 | + 8 | 61,090 | 18 | +14 | + 3 | 7,014 | 150 | 143 | 178 |
| Dry Goods | 8 | +10 | +28 | 2,179 | - 2 | 13,153 | 7 | +51 | - 7 | 2,038 | 98 | 71 | 138 |
| Electrical Group | 108 | +55 | +11 | 24,328 | +74 | 186,185 | 90 | +59 | - 2 | 22,694 | 99 | 84 | 113 |
| Dairy and Poultry Products | 9 | +13 | 0 | 463 | +35 | 8,258 | 4 | - 9 | 0 | 29 | 24 | 27 | 23 |
| Fresh Fruits and Vegetables | 13 | + 8 | -17 | 746 | + 1 | 10,047 | 9 | +69 | +25 | 159 | 33 | 22 | 22 |
| Farm Supplies | 4 | +44 | + 1 | 375 | + 3 | 6,733 | d | d | d | d | d | d | d |
| Groceries | 84 | +13 | +22 | 19,027 | +10 | 164,847 | 61 | +24 | + 4 | 18,849 | 122 | 117 | 144 |
| Confectionery | 6 | +18 | +13 | 220 | + 9 | 2,264 | d | d | d | d | d | d | d |
| Meats and Meat Products | 11 | +72 | + 9 | 1,362 | +40 | 59,293 | 8 | +49 | +22 | 191 | 23 | 24 | 20 |
| Beer | 11 | +46 | -20 | 560 | +39 | 3,195 | 8 | +48 | 0 | 93 | 29 | 29 | 22 |
| Wines and Liquors | 6 | -11 | +41 | 829 | -24 | 8,907 | 6 | + 5 | - 6 | 1,238 | 149 | 127 | 223 |
| General Hardware | 14 | +21 | +11 | 8,028 | +29 | 82,513 | 12 | +30 | 0 | 12,399 | 158 | 148 | 175 |
| Industrial Supplies | 7 | + 1 | + 1 | 529 | +24 | 7,873 | 4 | +93 | - 2 | 309 | 154 | 81 | 163 |
| Plumbing and Heating Supplies | 13 | +20 | + 9 | 1,279 | +32 | 10,565 | 12 | +43 | - 8 | 1,564 | 139 | 113 | 165 |
| Jewelry | 51 | -14 | +24 | 2,576 | -22 | 12,309 | 26 | - 9 | - 4 | 4,093 | 203 | 194 | 267 |
| Lumber and Building Materials | 10 | +59 | + 6 | 1,092 | +43 | 10,999 | 7 | +97 | 0 | 427 | 53 | 42 | 57 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | - 6 | + 1 | 635 | +24 | 8,137 | 7 | +15 | + 1 | 601 | 116 | 93 | 117 |
| Surgical, Medical, Eqpt., Supplies | 6 | +19 | - 3 | 450 | +35 | 12,238 | 4 | - 9 | - 7 | 370 | 91 | 121 | 94 |
| Paper and Its Products | 20 | +21 | +15 | 3,282 | +14 | 38,262 | 9 | +30 | + 1 | 1,281 | 92 | 78 | 95 |
| Tobacco Products | 61 | +12 | + 3 | 6,327 | + 5 | 65,827 | 28 | +16 | + 7 | 1,194 | 64 | 62 | 62 |
| Leather and Shoe Findings | 9 | + 5 | +17 | 148 | -10 | 1,365 | d | d | d | d | d | d | d |
| **West North Central** | 306 | +15 | +13 | 65,384 | +19 | 621,713 | 252 | +26 | + 1 | 76,882 | 137 | 127 | 154 |
| Drugs and Sundries (liquor excluded) | 19 | +10 | +17 | 5,044 | + 7 | 41,544 | 18 | + 5 | + 4 | 5,965 | 158 | 166 | 176 |
| Dry Goods | 5 | - 7 | +18 | 8,548 | - 9 | 62,309 | 5 | + 1 | - 7 | 11,290 | 132 | 122 | 168 |
| Electrical Group | 54 | +37 | + 7 | 10,851 | +79 | 85,643 | 48 | +64 | - 1 | 10,982 | 109 | 93 | 117 |
| Fresh Fruits and Vegetables | 3 | +31 | -18 | 484 | + 8 | 5,514 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 4 | +48 | 0 | 2,497 | +43 | 42,885 | d | d | d | d | d | d | d |
| Groceries | 67 | +18 | +27 | 12,918 | + 9 | 115,291 | 55 | +22 | + 5 | 16,293 | 143 | 139 | 173 |
| Confectionery | 5 | +18 | + 8 | 373 | +12 | 5,378 | 5 | +20 | +11 | 183 | 49 | 48 | 48 |
| Beer | 3 | +54 | -18 | 94 | +62 | 2,543 | d | d | d | d | d | d | d |
| General Hardware | 14 | +20 | +14 | 9,437 | +29 | 89,864 | 13 | +38 | - 2 | 15,366 | 163 | 142 | 189 |
| Industrial Supplies | 6 | +21 | +11 | 304 | +23 | 5,369 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 8 | +51 | +11 | 650 | +42 | 11,504 | 5 | +63 | - 3 | 578 | 109 | 103 | 134 |
| Jewelry | 13 | + 1 | + 3 | 881 | -17 | 3,371 | 9 | -13 | - 4 | 1,119 | 191 | 219 | 217 |
| Lumber and Building Materials | 4 | +107 | +27 | 232 | +58 | 7,877 | d | d | d | d | d | d | d |
| Paper and Its Products | 4 | +40 | +39 | 233 | +15 | 2,343 | d | d | d | d | d | d | d |
| Tobacco Products | 37 | + 3 | + 2 | 5,688 | + 5 | 28,825 | 19 | +18 | -12 | 870 | 51 | 52 | 64 |
| Leather and Shoe Findings | 5 | - 1 | +20 | 89 | -10 | 704 | d | d | d | d | d | d | d |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH |  |  |  | SALES—YEAR-TO-DATE [a] |  | INVENTORY—END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS [b] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales [c] | Percent change: Sept. 1947 vs Sept. 1946 | Percent change: Sept. 1947 vs Aug. 1947 | September 1947 (Add 000) | Percent change from 9 mos. 1946 | Nine Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Sept. 1947 vs Sept. 1946 | Percent change: Sept. 1947 vs Aug. 1947 | Sept. 30, 1947 (Add 000) | Sept. 1947 | Sept. 1946 | Aug. 1947 |
| South Atlantic | 389 | +23 | +12 | $52,934 | +26 | $455,697 | 258 | +48 | 0 | $46,282 | 113 | 96 | 127 |
| Automotive Supplies | 16 | + 5 | +13 | 712 | +10 | 9,456 | 12 | +54 | - 3 | 801 | 206 | 139 | 222 |
| Paints and Varnishes | 4 | +35 | + 6 | 341 | +18 | 2,456 | 4 | +61 | + 4 | 284 | 83 | 70 | 85 |
| Clothing and Furnishings, except Shoes | 5 | +12 | +33 | 288 | -24 | 1,752 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 30 | +13 | +18 | 5,413 | + 9 | 41,748 | 21 | +15 | + 6 | 7,137 | 195 | 192 | 219 |
| Dry Goods | 9 | +20 | +21 | 2,665 | + 8 | 17,743 | 5 | +47 | -13 | 2,917 | 151 | 138 | 219 |
| Electrical Group | 78 | +43 | +15 | 15,078 | +91 | 113,598 | 70 | +72 | - 1 | 14,800 | 101 | 84 | 118 |
| Dairy and Poultry Products | 4 | -11 | + 5 | 235 | + 9 | 2,158 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 11 | - 3 | +12 | 609 | - 3 | 5,868 | 6 | + 9 | +50 | 84 | 26 | 22 | 20 |
| Furniture and House Furnishings | 5 | +37 | +21 | 548 | +26 | 4,282 | d | d | d | d | d | d | d |
| Groceries | 97 | +17 | +11 | 11,374 | +15 | 105,806 | 45 | +50 | +13 | 5,772 | 102 | 79 | 102 |
| Confectionery | 15 | +18 | +19 | 504 | +14 | 4,223 | 7 | +51 | +19 | 406 | 105 | 86 | 105 |
| Meats and Meat Products | 5 | +127 | + 7 | 1,256 | +26 | 10,702 | 4 | +123 | +13 | 555 | 44 | 45 | 42 |
| Beer | 5 | - 4 | + 3 | 290 | -17 | 3,167 | d | d | d | d | d | d | d |
| General Hardware | 15 | +22 | + 5 | 2,428 | +28 | 32,791 | 12 | +62 | + 1 | 2,980 | 149 | 116 | 156 |
| Industrial Supplies | 7 | +26 | + 7 | 858 | +42 | 9,192 | 5 | +60 | + 7 | 1,142 | 152 | 114 | 149 |
| Jewelry | 9 | + 5 | +15 | 348 | -17 | 1,784 | 5 | +20 | -10 | 397 | 155 | 154 | 189 |
| Lumber and Building Materials | 6 | +72 | - 6 | 600 | +55 | 8,865 | 4 | +59 | + 2 | 831 | 150 | 172 | 144 |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | +23 | +14 | 334 | +26 | 2,829 | 4 | +30 | - 1 | 276 | 170 | 162 | 224 |
| Paper and Its Products | 6 | + 7 | + 9 | 600 | +26 | 6,410 | d | d | d | d | d | d | d |
| Tobacco Products | 21 | 0 | + 4 | 2,926 | 0 | 25,261 | 13 | +37 | +12 | 880 | 36 | 26 | 34 |
| East South Central | 154 | +17 | +10 | 22,608 | +23 | 205,511 | 101 | +37 | + 4 | 20,440 | 117 | 101 | 124 |
| Drugs and Sundries (liquor excluded) | 15 | +10 | +16 | 3,279 | + 5 | 25,497 | 12 | +17 | + 9 | 4,775 | 172 | 162 | 185 |
| Dry Goods | 8 | + 5 | +21 | 1,899 | -10 | 14,533 | 4 | +18 | -13 | 1,459 | 114 | 107 | 153 |
| Electrical Group | 26 | +46 | + 9 | 4,831 | +77 | 37,421 | 24 | +90 | + 2 | 4,661 | 99 | 76 | 106 |
| Fresh Fruits and Vegetables | 6 | + 1 | - 7 | 178 | + 3 | 1,951 | d | d | d | d | d | d | d |
| Groceries | 35 | +10 | + 6 | 4,414 | +14 | 41,541 | 21 | +38 | + 3 | 3,449 | 119 | 93 | 119 |
| Confectionery | 8 | + 8 | + 9 | 326 | +12 | 2,864 | d | d | d | d | d | d | d |
| Beer | 5 | +78 | -16 | 112 | +51 | 886 | 5 | +21 | +53 | 58 | 52 | 76 | 29 |
| General Hardware | 7 | +16 | - 2 | 2,111 | +32 | 27,952 | 4 | +22 | - 2 | 2,199 | 140 | 137 | 140 |
| Jewelry | 4 | -30 | +25 | 129 | -29 | 594 | 4 | - 4 | + 8 | 250 | 194 | 142 | 225 |
| Tobacco Products | 13 | + 9 | + 2 | 939 | + 1 | 7,817 | 6 | +37 | + 7 | 309 | 49 | 38 | 45 |
| West South Central | 284 | +19 | + 4 | 47,149 | +21 | 396,981 | 193 | +49 | + 4 | 52,505 | 146 | 120 | 140 |
| Automotive Supplies | 9 | + 3 | + 8 | 594 | 0 | 7,978 | 6 | +55 | 0 | 768 | 149 | 102 | 162 |
| Drugs and Sundries (liquor excluded) | 25 | +14 | + 9 | 6,207 | + 6 | 40,518 | 19 | +16 | + 3 | 8,650 | 183 | 180 | 187 |
| Dry Goods | 4 | + 4 | - 2 | 652 | -15 | 6,129 | d | d | d | d | d | d | d |
| Electrical Group | 47 | +40 | + 3 | 8,257 | +83 | 67,432 | 42 | +87 | - 2 | 9,919 | 123 | 92 | 189 |
| Groceries | 99 | +18 | + 9 | 16,390 | +13 | 119,984 | 68 | +48 | + 9 | 14,462 | 116 | 94 | 114 |
| Confectionery | 4 | + 4 | +29 | 102 | +18 | 1,232 | d | d | d | d | d | d | d |
| General Hardware | 17 | + 9 | - 2 | 5,042 | +24 | 44,131 | 11 | +52 | - 3 | 6,445 | 196 | 141 | 215 |
| Industrial Supplies | 4 | +35 | + 7 | 2,130 | +35 | 25,218 | d | d | d | d | d | d | d |
| Jewelry | 7 | -29 | -23 | 198 | -33 | 917 | 5 | -27 | + 4 | 633 | 354 | 332 | 245 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | + 9 | -41 | 1,000 | +27 | 13,109 | d | d | d | d | d | d | d |
| Tobacco Products | 32 | + 9 | - 9 | 2,426 | +22 | 20,279 | 11 | +18 | + 1 | 346 | 56 | 53 | 55 |

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (A. Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | September 1947 (Add 000) | Percent change from 9 mos. 1946 | Nine Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | Sept. 30, 1947 (Add 000) | Sept. 1947 | Sept. 1946 | Aug. 1947 |
| | | Sept. 1947 vs. Sept. 1946 | Sept. 1947 vs. Aug. 1947 | | | | | Sept. 1947 vs. Sept. 1946 | Sept. 1947 vs. Aug. 1947 | | | | |
| Mountain | 136 | +27 | +14 | $19,142 | +28 | $168,336 | 103 | +57 | + 3 | $21,645 | 145 | 121 | 162 |
| Automotive Supplies | 9 | - 7 | + 4 | 396 | +18 | 6,864 | d | d | d | d | d | d | d |
| Drug and Sundries (liquor excluded) | 12 | +11 | +17 | 2,072 | +16 | 15,986 | 9 | + 6 | + 1 | 2,853 | 165 | 169 | 191 |
| Electrical Group | 21 | +75 | +22 | 3,552 | +94 | 29,806 | 17 | +167 | - 2 | 4,671 | 140 | 89 | 176 |
| Groceries | 26 | +16 | +23 | 4,337 | +13 | 33,658 | 25 | +50 | + 7 | 6,688 | 159 | 125 | 182 |
| General Hardware | 5 | + 7 | +15 | 1,695 | +31 | 16,362 | d | d | d | d | d | d | d |
| Jewelry | 5 | -28 | +23 | 54 | -48 | 279 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 4 | +85 | +25 | 1,649 | +74 | 14,024 | d | d | d | d | d | d | d |
| Tobacco Products | 19 | + 3 | + 5 | 1,289 | - 2 | 8,497 | 13 | +32 | - 3 | 258 | 62 | 62 | 74 |
| Pacific | 346 | +19 | +12 | 66,577 | +18 | 634,235 | 221 | +35 | - 1 | 69,685 | 152 | 134 | 168 |
| Automotive Supplies | 52 | - 4 | + 8 | 3,211 | +10 | 28,367 | 29 | +37 | + 1 | 3,464 | 232 | 173 | 229 |
| Clothing and Furnishings, except Shoes | 6 | -21 | + 7 | 200 | - 9 | 1,498 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 5 | -12 | -11 | 200 | +32 | 3,419 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 15 | + 9 | + 9 | 5,912 | + 2 | 50,515 | 14 | + 5 | + 6 | 11,428 | 194 | 201 | 201 |
| Dry Goods | 7 | +36 | + 3 | 1,943 | +19 | 15,715 | d | d | d | d | d | d | d |
| Electrical Group | 62 | +40 | +11 | 14,718 | +73 | 114,718 | 56 | +100 | - 2 | 20,690 | 143 | 101 | 162 |
| Fresh Fruits and Vegetables | 5 | + 8 | +72 | 2,194 | + 4 | 13,006 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 10 | +37 | +23 | 3,545 | +36 | 25,242 | 7 | +55 | - 5 | 4,653 | 158 | 122 | 182 |
| Groceries | 33 | +19 | +17 | 13,729 | + 8 | 157,798 | 20 | +11 | 0 | 7,338 | 123 | 119 | 142 |
| Meats and Meat Products | 4 | +61 | + 2 | 1,437 | +52 | 18,715 | 4 | +125 | +20 | 408 | 28 | 20 | 24 |
| General Hardware | 12 | +11 | 0 | 5,475 | +21 | 67,320 | 8 | +40 | - 4 | 8,930 | 224 | 174 | 226 |
| Industrial Supplies | 6 | - 9 | +16 | 520 | + 1 | 13,108 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 5 | +42 | + 8 | 1,020 | +43 | 9,004 | d | d | d | d | d | d | d |
| Jewelry | 40 | - 9 | +20 | 1,249 | -17 | 8,835 | 23 | -18 | 0 | 1,479 | 215 | 212 | 227 |
| Lumber and Building Materials | 10 | +63 | +18 | 1,587 | +45 | 13,453 | 8 | +131 | -10 | 881 | 82 | 62 | 96 |
| Machinery, Eqpt., and Supplies, except Electrical | 7 | + 9 | +13 | 431 | +20 | 7,602 | 5 | +85 | +10 | 563 | 206 | 111 | 197 |
| Metals | 5 | - 4 | +15 | 799 | + 9 | 6,106 | d | d | d | d | d | d | d |
| Tobacco Products | 26 | +16 | +13 | 2,669 | - 3 | 27,320 | 11 | +17 | + 5 | 487 | 51 | 51 | 53 |
| Leather and Shoe Findings | 6 | - 9 | + 3 | 274 | - 5 | 2,629 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Insufficient data to show separately.

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# WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | Number of firms reporting | Collection Percentages[a] | | | Accounts Receivable | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | As of |
| | | September 1947 | September 1946 | August 1947 | Sept. 1947 vs. Sept. 1946 | Sept. 1947 vs. Aug. 1947 | September 1, 1947 (Add 000) |
| **New England** | 151 | 104 | 117 | 101 | + 28 | - 2 | $14,230 |
| Automotive Supplies | 5 | 80 | 83 | 80 | + 5 | +16 | 302 |
| Drugs and Sundries (liquor excluded) | 6 | 120 | 121 | 115 | + 13 | - 5 | 731 |
| Electrical Group | 43 | 84 | 94 | 81 | + 52 | - 6 | 6,038 |
| Fresh Fruits and Vegetables | 9 | 218 | 230 | 201 | - 1 | -38 | 209 |
| Furniture and House Furnishings | 4 | 83 | 84 | 78 | + 19 | - 3 | 638 |
| Groceries | 17 | 153 | 157 | 148 | + 3 | + 3 | 1,384 |
| Industrial Supplies | 5 | 72 | 98 | 77 | + 31 | - 5 | 545 |
| Plumbing and Heating Supplies | 5 | 88 | 85 | 75 | + 58 | + 3 | 334 |
| Metals | 5 | 83 | 116 | 83 | + 17 | - 4 | 347 |
| Paper and Its Products | 5 | 93 | 106 | 98 | + 32 | + 5 | 314 |
| Tobacco Products | 15 | 185 | 191 | 171 | + 9 | - 5 | 1,315 |
| Middle Atlantic | 490 | 118 | 125 | 117 | + 22 | + 5 | 57,060 |
| Automotive Supplies | 30 | 79 | 81 | 82 | + 15 | + 6 | 859 |
| Clothing and Furnishings, except Shoes | 9 | 117 | 100 | 112 | + 21 | +11 | 3,422 |
| Shoes and Other Footwear | 5 | 60 | 73 | 50 | + 59 | +42 | 1,424 |
| Drugs and Sundries (liquor excluded) | 7 | 101 | 107 | 105 | + 26 | + 3 | 903 |
| Dry Goods | 25 | 77 | 96 | 87 | + 9 | +33 | 3,937 |
| Electrical Group | 87 | 95 | 108 | 92 | + 62 | - 2 | 15,218 |
| Dairy and Poultry Products | 4 | 241 | 384 | 201 | - 1 | + 3 | 215 |
| Fresh Fruits and Vegetables | 13 | 127 | 135 | 135 | + 12 | +29 | 610 |
| Farm Supplies | 4 | 373 | 278 | 318 | - 1 | -13 | 216 |
| Furniture and House Furnishings | 10 | 107 | 93 | 107 | + 30 | +22 | 1,655 |
| Groceries | 60 | 167 | 179 | 159 | + 6 | + 7 | 5,507 |
| Confectionery | 5 | 156 | 147 | 140 | + 1 | - 1 | 158 |
| Meats and Meat Products | 7 | 239 | 180 | 241 | + 15 | - 2 | 524 |
| Beer | 5 | 184 | 193 | 223 | + 37 | +13 | 188 |
| General Hardware | 22 | 94 | 95 | 91 | + 7 | + 2 | 5,496 |
| Industrial Supplies | 18 | 88 | 82 | 85 | + 12 | + 4 | 1,560 |
| Plumbing and Heating Supplies | 13 | 78 | 92 | 80 | + 25 | +20 | 1,268 |
| Jewelry | 32 | 63 | 77 | 62 | - 17 | +21 | 1,124 |
| Optical Goods | 5 | 95 | 86 | 83 | - 12 | -14 | 149 |
| Lumber and Building Materials | 14 | 104 | 109 | 102 | + 27 | - 3 | 2,286 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | 102 | 105 | 100 | + 25 | +13 | 539 |
| Surgical, Medical, Eqpt. Supplies | 6 | 61 | 63 | 57 | + 16 | + 5 | 327 |
| Paper and Its Products | 15 | 88 | 97 | 89 | + 36 | +11 | 2,013 |
| Tobacco Products | 49 | 261 | 253 | 257 | + 8 | - 5 | 4,383 |
| Leather and Shoe Findings | 5 | 81 | 84 | 86 | - 5 | 0 | 42 |
| East North Central | 442 | 112 | 111 | 111 | + 22 | + 6 | 58,637 |
| Automotive Supplies | 43 | 107 | 111 | 100 | + 4 | + 2 | 1,320 |
| Paints and Varnishes | 7 | 87 | 82 | 76 | + 3 | -15 | 579 |
| Clothing and Furnishings, except Shoes | 5 | 87 | 104 | 83 | - 22 | +37 | 238 |
| Coal | 4 | 70 | 79 | 66 | + 33 | +35 | 2,996 |
| Drugs and Sundries (liquor excluded) | 13 | 96 | 101 | 97 | + 19 | + 5 | 2,155 |
| Dry Goods | 8 | 82 | 84 | 79 | + 8 | +13 | 2,058 |
| Electrical Group | 99 | 101 | 107 | 104 | + 46 | + 1 | 20,701 |
| Dairy and Poultry Products | 4 | 216 | 256 | 200 | + 28 | -14 | 32 |
| Fresh Fruits and Vegetables | 8 | 188 | 184 | 236 | + 15 | +10 | 176 |
| Groceries | 59 | 160 | 135 | 155 | - 3 | + 8 | 6,679 |
| Confectionery | 4 | 143 | 124 | 148 | - 5 | + 3 | 63 |
| Meats and Meat Products | 11 | 363 | 236 | 326 | + 47 | +26 | 1,100 |
| Wines and Liquors | 4 | 340 | 421 | 285 | + 2 | - 5 | 99 |
| General Hardware | 14 | 100 | 107 | 101 | + 21 | + 3 | 7,206 |
| Industrial Supplies | 6 | 82 | 83 | 86 | + 8 | - 8 | 490 |
| Plumbing and Heating Supplies | 13 | 84 | 94 | 86 | + 28 | + 4 | 1,321 |
| Jewelry | 34 | 70 | 72 | 65 | - 14 | +26 | 2,529 |
| Lumber and Building Materials | 10 | 113 | 124 | 115 | + 49 | + 9 | 891 |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | 91 | 95 | 135 | + 4 | +60 | 316 |
| Surgical, Medical, Eqpt. Supplies | 5 | 70 | 86 | 72 | + 38 | - 4 | 600 |
| Paper and Its Products | 20 | 92 | 102 | 97 | + 24 | + 5 | 3,214 |
| Tobacco Products | 35 | 177 | 163 | 173 | + 10 | + 3 | 2,122 |
| Leather and Shoe Findings | 6 | 101 | 114 | 93 | + 14 | +12 | 103 |
| West North Central | 233 | 101 | 107 | 98 | + 20 | + 5 | 51,553 |
| Drugs and Sundries (liquor excluded) | 9 | 121 | 121 | 120 | 0 | + 3 | 1,488 |
| Dry Goods | 5 | 58 | 67 | 54 | - 5 | + 9 | 12,347 |
| Furniture and House Furnishings | 4 | 110 | 127 | 111 | + 67 | + 7 | 2,281 |
| Groceries | 56 | 222 | 211 | 219 | + 9 | +11 | 4,718 |
| Electrical Group | 52 | 85 | 91 | 85 | + 62 | - 2 | 11,820 |
| General Hardware | 14 | 114 | 129 | 107 | + 33 | + 4 | 7,706 |
| Industrial Supplies | 6 | 93 | 103 | 82 | + 47 | + 5 | 539 |
| Plumbing and Heating Supplies | 8 | 85 | 90 | 83 | + 44 | + 1 | 704 |
| Jewelry | 11 | 69 | 70 | 66 | - 4 | +33 | 1,064 |
| Tobacco Products | 12 | 199 | 216 | 201 | + 17 | 0 | 533 |
| Leather and Shoe Findings | 4 | 76 | 85 | 67 | + 3 | + 1 | 103 |

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## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

SEPTEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | Number of firms reporting | Collection Percentages [a] | | | Accounts Receivable | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | As of |
| | | September 1947 | September 1946 | August 1947 | Sept. 1947 vs. Sept. 1946 | Sept. 1947 vs. Aug. 1947 | September 1, 1947 (Add 000) |
| South Atlantic | 299 | 105 | 116 | 103 | + 41 | + 5 | $36,383 |
| Automotive Supplies | 12 | 93 | 99 | 92 | + 11 | - 6 | 380 |
| Paints and Varnishes | 4 | 81 | 79 | 79 | + 38 | + 6 | 407 |
| Clothing and Furnishings, except Shoes | 4 | 67 | 78 | 63 | - 4 | +19 | 231 |
| Drugs and Sundries (liquor excluded) | 18 | 111 | 113 | 111 | + 11 | + 7 | 2,570 |
| Dry Goods | 7 | 71 | 79 | 71 | + 21 | +24 | 2,692 |
| Electrical Group | 77 | 90 | 96 | 86 | + 68 | 0 | 14,701 |
| Dairy and Poultry Products | 4 | 148 | 169 | 141 | + 17 | + 7 | 118 |
| Fresh Fruits and Vegetables | 10 | 150 | 160 | 157 | + 14 | +12 | 277 |
| Groceries | 69 | 173 | 176 | 159 | + 20 | + 1 | 4,231 |
| Confectionery | 6 | 123 | 159 | 119 | + 24 | + 6 | 183 |
| Meats and Meat Products | 4 | 296 | 191 | 307 | - 2 | - 2 | 368 |
| General Hardware | 15 | 99 | 107 | 89 | + 31 | - 3 | 2,401 |
| Industrial Supplies | 5 | 102 | 110 | 99 | + 22 | +10 | 684 |
| Jewelry | 6 | 69 | 74 | 64 | + 7 | +29 | 322 |
| Lumber and Building Materials | 5 | 103 | 124 | 111 | +119 | + 9 | 559 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | 89 | 92 | 85 | + 44 | + 7 | 236 |
| Paper and Its Products | 5 | 96 | 89 | 97 | + 4 | - 5 | 457 |
| Tobacco Products | 13 | 202 | 208 | 186 | + 4 | + 5 | 1,222 |
| East South Central | 120 | 97 | 112 | 99 | + 36 | + 7 | 16,924 |
| Drugs and Sundries (liquor excluded) | 7 | 97 | 106 | 98 | + 11 | 0 | 776 |
| Dry Goods | 8 | 76 | 88 | 77 | 0 | +26 | 1,864 |
| Electrical Group | 26 | 82 | 101 | 84 | + 86 | + 2 | 5,666 |
| Fresh Fruits and Vegetables | 5 | 195 | 196 | 284 | + 5 | + 5 | 78 |
| Groceries | 27 | 144 | 154 | 152 | + 14 | +15 | 2,367 |
| General Hardware | 7 | 89 | 101 | 89 | + 33 | 0 | 2,297 |
| Jewelry | 4 | 50 | 60 | 44 | - 18 | + 8 | 178 |
| Tobacco Products | 9 | 135 | 130 | 132 | + 5 | + 1 | 274 |
| West South Central | 213 | 111 | 119 | 110 | + 33 | + 4 | 30,182 |
| Automotive Supplies | 8 | 84 | 91 | 77 | + 16 | + 1 | 702 |
| Drugs and Sundries (liquor excluded) | 15 | 92 | 103 | 95 | + 11 | + 4 | 3,234 |
| Dry Goods | 4 | 59 | 72 | 61 | + 42 | +18 | 961 |
| Electrical Group | 45 | 85 | 90 | 86 | + 66 | - 4 | 8,955 |
| Groceries | 75 | 169 | 171 | 166 | + 15 | + 6 | 6,969 |
| General Hardware | 15 | 103 | 116 | 99 | + 31 | + 8 | 3,626 |
| Jewelry | 7 | 43 | 82 | 93 | - 21 | +15 | 247 |
| Tobacco Products | 14 | 145 | 153 | 158 | + 26 | + 8 | 250 |
| Mountain | 108 | 120 | 128 | 118 | + 40 | + 2 | 10,480 |
| Automotive Supplies | 5 | 74 | 77 | 75 | + 21 | + 1 | 262 |
| Drugs and Sundries (liquor excluded) | 4 | 147 | 196 | 150 | + 51 | +35 | 275 |
| Electrical Group | 21 | 86 | 87 | 85 | + 74 | -10 | 3,421 |
| Groceries | 25 | 155 | 173 | 171 | + 26 | +16 | 2,346 |
| Jewelry | 4 | 72 | 66 | 67 | - 31 | +25 | 64 |
| Lumber and Building Materials | 4 | 115 | 106 | 101 | + 52 | - 5 | 1,083 |
| Tobacco Products | 17 | 146 | 159 | 137 | + 23 | - 4 | 392 |
| Pacific | 275 | 103 | 106 | 99 | + 24 | + 5 | 48,365 |
| Automotive Supplies | 32 | 82 | 85 | 80 | + 12 | + 3 | 1,733 |
| Clothing and Furnishings, except Shoes | 6 | 75 | 106 | 72 | + 37 | +30 | 243 |
| Shoes and Other Footwear | 5 | 98 | 105 | 98 | + 38 | 0 | 228 |
| Drugs and Sundries (liquor excluded) | 5 | 110 | 114 | 110 | + 5 | - 8 | 1,455 |
| Electrical Group | 58 | 88 | 88 | 86 | + 47 | + 2 | 14,903 |
| Fresh Fruits and Vegetables | 5 | 253 | 257 | 197 | + 11 | +26 | 650 |
| Furniture and House Furnishings | 10 | 85 | 99 | 77 | + 46 | +18 | 3,910 |
| Groceries | 30 | 170 | 165 | 166 | + 15 | +10 | 6,880 |
| Meats and Meat Products | 4 | 250 | 327 | 250 | + 96 | + 5 | 518 |
| General Hardware | 11 | 92 | 95 | 89 | + 13 | + 4 | 5,729 |
| Industrial Supplies | 4 | 67 | 62 | 55 | - 3 | + 2 | 523 |
| Plumbing and Heating Supplies | 5 | 79 | 80 | 78 | + 23 | - 7 | 1,103 |
| Jewelry | 31 | 53 | 57 | 48 | - 4 | +19 | 1,629 |
| Lumber and Building Materials | 10 | 107 | 100 | 97 | + 44 | + 6 | 1,337 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | 69 | 85 | 82 | + 39 | + 3 | 357 |
| Metals | 5 | 93 | 99 | 100 | + 5 | + 8 | 807 |
| Tobacco Products | 19 | 138 | 128 | 132 | - 6 | - 3 | 1,219 |
| Leather and Shoe Findings | 4 | 69 | 76 | 66 | + 5 | - 3 | 375 |

(a) Collection Percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wisc.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific - (Calif., Oreg., Wash.)

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Ref

MONTHLY
# WHOLESALE TRADE
REPORT*

**DEPARTMENT OF COMMERCE**
W. AVERELL HARRIMAN, *Secretary*

**BUREAU OF THE CENSUS**
J. C. CAPT, *Director*

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## OCTOBER 1947

For Release
December 4, 1947

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,143 merchant wholesalers representing all parts of the country.

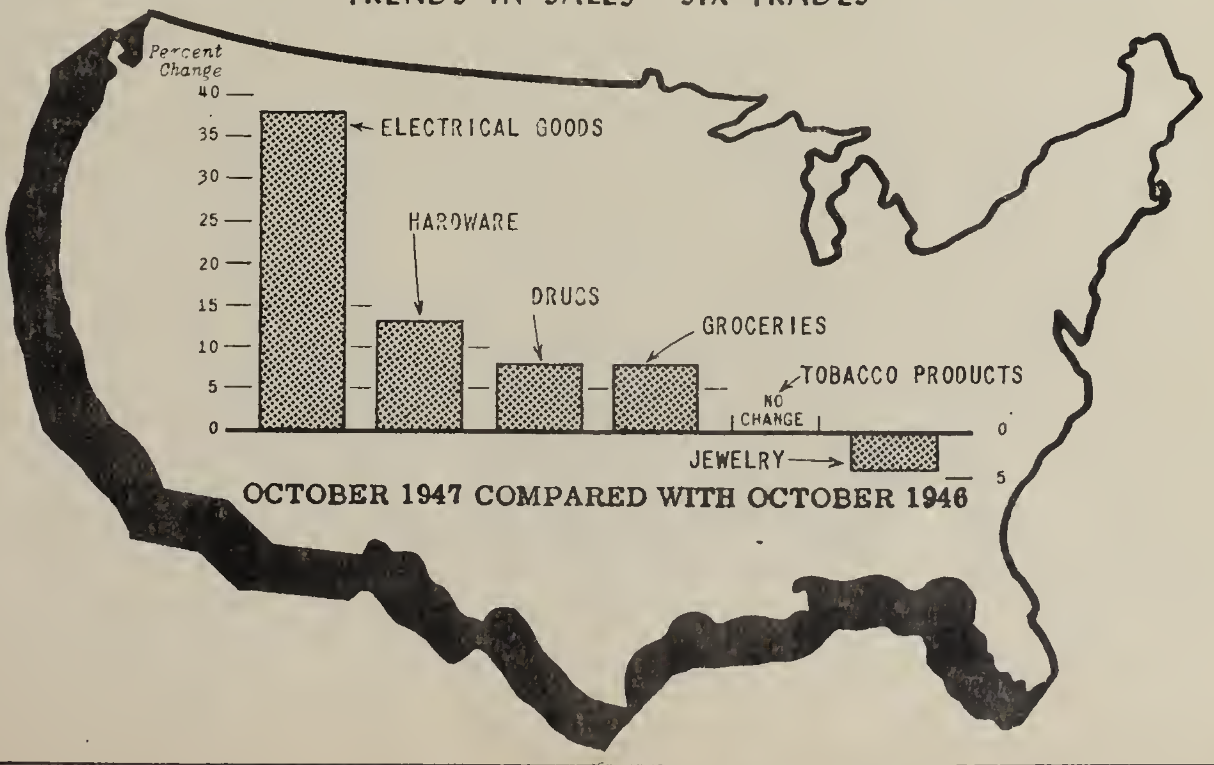
October sales of merchant wholesalers were up 17 percent over October of last year, and up seasonally by 13 percent over September of this year. Although up 17 percent over last year, the October increase was the second smallest percentage gain over the corresponding period of last year for any month of 1947. August sales were up only 9 percent over August of last year. On a year-to-date basis — first 10 months of 1947 compared with January-October 1946 — sales were up 21 percent for all trades combined.

Of the 39 trades for which data are shown separately in the accompanying tables, 31 recorded sales increases over October of last year, the increases ranging up to 35 percent or more in the case of shoes, coal, electrical goods, furniture, meats, plumbing and heating, and lumber. Six kinds of business registered small declines while two, automotive supplies and tobacco products, showed no change. All but four kinds of business recorded seasonal gains over September.

Inventories, valued at cost, were up 27 percent over October of last year -- the smallest percentage increase in inventories this year over the corresponding date of last year. Little change was noted in over-all inventories from September to October -- up one percent. The largest increases, percentage-wise, in inventories over October 31 of last year included lumber and building materials, plumbing and heating merchandise, and electrical goods.

Beginning-of-October accounts receivable were up 27 percent over the corresponding period of last year, somewhat more than the 17 percent increase in sales. Most kinds of business reported some slowing up in collections when comparing October of this year with October of 1946.

TRENDS IN SALES – SIX TRADES



OCTOBER 1947 COMPARED WITH OCTOBER 1946

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

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DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS
WASHINGTON

# WHOLESALERS' SALES AND INVENTORIES

OCTOBER 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: Oct. 1947 vs Oct. 1946 | Percent change: Oct. 1947 vs Sept. 1947 | October 1947 (Add 000) | Percent change from 10 mos. 1946 | Ten Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Oct. 1947 vs Oct. 1946 | Percent change: Oct. 1947 vs Sept. 1947 | October 31 1947 (Add 000) | Oct. 1947 | Oct. 1946 | Sept. 1947 |
| UNITED STATES | 3,143 | +17 | +13 | $611,063 | +21 | $5,550,980 | 2,106 | +27 | + 1 | $500,631 | 112 | 103 | 126 |
| Automotive Supplies | 203 | 0 | + 5 | 13,229 | +10 | 173,550 | 130 | +39 | + 2 | 12,077 | 169 | 123 | 173 |
| Chemicals (industrial) | 15 | +11 | +12 | 1,246 | +19 | 17,950 | 10 | +44 | - 5 | 820 | 106 | 83 | 130 |
| Paints and Varnishes | 25 | +17 | + 5 | 1,873 | +41 | 70,533 | 13 | +57 | - 2 | 1,245 | 110 | 94 | 128 |
| Clothing and Furnishings, except Shoes | 32 | +24 | +14 | 6,636 | +20 | 48,342 | 14 | +30 | - 9 | 731 | 66 | 62 | 78 |
| Shoes and Other Footwear | 31 | +69 | +17 | 31,663 | +27 | 243,261 | 19 | +69 | -11 | 5,368 | 45 | 39 | 54 |
| Coal | 11 | +40 | +23 | 6,189 | +37 | 48,793 | 6 | +22 | + 2 | 5,124 | 100 | 118 | 122 |
| Drugs and Sundries (liquor excluded) | 174 | + 8 | +10 | 49,339 | + 7 | 403,773 | 129 | + 8 | + 1 | 58,516 | 154 | 151 | 169 |
| Dry Goods | 75 | - 8 | + 8 | 27,895 | - 2 | 219,562 | 45 | + 8 | - 3 | 23,368 | 115 | 97 | 127 |
| Total Electrical Group | 571 | +38 | + 9 | 119,995 | +72 | 958,944 | 497 | +66 | + 2 | 120,319 | 105 | 88 | 112 |
| Full-line | 369 | +39 | + 9 | 99,170 | +77 | 813,895 | 361 | +67 | + 3 | 104,559 | 107 | 89 | 113 |
| Wiring Supplies, Construction Materials Distributors | 120 | + 4 | 0 | 6,617 | +34 | 61,700 | 76 | +43 | - 5 | 5,625 | 124 | 85 | 124 |
| Appliances and Specialties | 82 | +58 | +19 | 14,208 | +67 | 83,349 | 60 | +74 | + 1 | 10,135 | 83 | 80 | 97 |
| Dairy and Poultry Products | 25 | - 2 | - 6 | 3,242 | +21 | 55,289 | 14 | +14 | - 9 | 1,191 | 44 | 38 | 45 |
| Fresh Fruits and Vegetables | 64 | - 2 | +10 | 4,887 | - 1 | 72,408 | 41 | + 9 | +36 | 769 | 25 | 22 | 20 |
| Farm Supplies | 17 | + 9 | +21 | 3,597 | +21 | 44,111 | 10 | +50 | + 2 | 1,356 | 94 | 77 | 112 |
| Furniture and House Furnishings | 43 | +38 | +18 | 13,856 | +34 | 123,687 | 25 | +10 | - 9 | 10,804 | 93 | 119 | 122 |
| Refrigeration Eqpt., Parts (commercial) | 29 | + 3 | - 4 | 1,009 | d | d | 24 | +26 | + 4 | 1,891 | 214 | 177 | 188 |
| Groceries | 581 | + 8 | +13 | 113,514 | + 9 | 1,052,088 | 377 | +23 | + 6 | 92,854 | 120 | 106 | 126 |
| Full-line wholesalers[e] | 347 | + 6 | +11 | 60,507 | + 9 | 513,512 | 225 | +24 | + 6 | 54,119 | 126 | 109 | 132 |
| Voluntary-group wholesalers | 126 | +10 | +15 | 33,551 | + 9 | 338,029 | 89 | +17 | + 5 | 27,252 | 117 | 112 | 128 |
| Retailer-cooperative warehouses | 19 | + 9 | +15 | 8,382 | +12 | 65,996 | 13 | +58 | + 7 | 6,766 | 104 | 75 | 108 |
| Specialty lines | 89 | +17 | +18 | 11,074 | + 9 | 134,551 | 50 | + 8 | +16 | 4,717 | 96 | 87 | 94 |
| Confectionery | 51 | +16 | +22 | 2,679 | +10 | 24,330 | 27 | +29 | 0 | 1,360 | 68 | 63 | 84 |
| Meats and Meat Products | 39 | +74 | + 7 | 16,193 | +63 | 317,050 | 33 | +46 | + 9 | 5,387 | 44 | 52 | 46 |
| Beer | 41 | +24 | 0 | 1,758 | +19 | 20,238 | 30 | +22 | + 1 | 442 | 37 | 36 | 36 |
| Wines and Liquor | 30 | +27 | +80 | 16,164 | -18 | 105,321 | 28 | - 2 | - 8 | 13,013 | 81 | 104 | 157 |
| Liquor Departments of Other Trades[f] | 50 | +23 | +81 | 16,545 | -23 | 89,359 | 46 | -11 | - 9 | 18,466 | 114 | 157 | 229 |
| Total Hardware Group | 257 | +13 | +13 | 69,185 | +25 | 653,741 | 172 | +40 | - 2 | 78,653 | 154 | 124 | 177 |
| General hardware | 128 | +10 | +14 | 53,899 | +23 | 486,075 | 93 | +40 | - 2 | 65,680 | 154 | 123 | 178 |
| Industrial supplies | 66 | +13 | + 8 | 8,807 | +24 | 104,998 | 44 | +38 | - 1 | 9,585 | 181 | 148 | 201 |
| Plumbing and heating supplies | 63 | +41 | +14 | 6,479 | +38 | 62,668 | 35 | +62 | - 1 | 3,388 | 101 | 92 | 117 |
| Jewelry | 184 | - 4 | +24 | 10,995 | -16 | 53,158 | 89 | -11 | + 1 | 10,566 | 156 | 164 | 190 |
| Optical Goods | 16 | + 7 | +11 | 309 | - 3 | 2,690 | 9 | -10 | - 2 | 118 | 105 | 117 | 103 |
| Lumber and Building Materials | 58 | +45 | +13 | 10,236 | +50 | 95,509 | 30 | +73 | + 1 | 3,268 | 57 | 45 | 64 |
| Machinery, Eqpt., and Supplies, except Electrical | 46 | +11 | +20 | 4,517 | +25 | 57,777 | 31 | +30 | + 2 | 5,651 | 188 | 153 | 214 |
| Surgical, Medical, Equipment Supplies | 19 | +24 | +12 | 2,392 | +27 | 22,207 | 12 | +18 | + 2 | 1,853 | 94 | 101 | 104 |
| Metals | 21 | + 9 | +14 | 4,145 | +10 | 49,238 | 13 | +32 | - 1 | 5,521 | 161 | 130 | 189 |
| Paper and Its Products | 67 | +12 | + 8 | 10,036 | +18 | 94,662 | 33 | +35 | + 2 | 4,617 | 100 | 80 | 103 |
| Petroleum | 24 | +33 | + 8 | 845 | +20 | 9,276 | 22 | +38 | + 3 | 345 | 46 | 46 | 51 |
| Tobacco Products | 294 | 0 | + 7 | 43,503 | + 5 | 382,259 | 152 | - 2 | 0 | 14,041 | 55 | 56 | 59 |
| Leather and Shoe Findings | 33 | - 5 | +15 | 711 | - 8 | 7,307 | 14 | +27 | 0 | 974 | 289 | 237 | 328 |
| Miscellaneous | 17 | - 4 | + 5 | 2,680 | - 3 | 24,280 | 11 | +15 | + 5 | 1,923 | 160 | 161 | 176 |

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a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Not available.

e Not affiliated with voluntary or cooperative groups.

f Chiefly of the Wholesale Drug Trade.

J2134

# WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

OCTOBER 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES [a] | | | ACCOUNTS RECEIVABLE | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | |
| | | October 1947 | October 1946 | September 1947 | Oct. 1947 vs Oct. 1946 | Oct. 1947 vs Sept. 1947 | As of October 1, 1947 (Add 000) |
| UNITED STATES | 2,423 | 112 | 120 | 106 | +27 | + 8 | $391,834 |
| Automotive Supplies | 161 | 92 | 95 | 91 | +11 | + 5 | 9,182 |
| Chemicals (industrial) | 13 | 89 | 92 | 87 | + 7 | + 3 | 1,105 |
| Paints and Varnishes | 23 | 91 | 92 | 83 | +16 | + 1 | 1,602 |
| Clothing and Furnishings, except Shoes | 27 | 105 | 106 | 104 | +19 | +15 | 5,505 |
| Shoes and Other Footwear | 27 | 91 | 88 | 77 | +30 | + 3 | 18,737 |
| Coal | 11 | 101 | 104 | 98 | +49 | + 7 | 5,726 |
| Drugs and Sundries (liquor excluded) | 82 | 106 | 114 | 107 | +16 | +13 | 16,883 |
| Dry Goods | 67 | 76 | 83 | 70 | +12 | +11 | 31,035 |
| Total Electrical Group | 527 | 97 | 102 | 91 | +30 | + 7 | 113,174 |
| Full-line | 365 | 96 | 102 | 90 | +30 | + 7 | 98,412 |
| Wiring Supplies, Construction Materials Distributors | 97 | 83 | 94 | 81 | +34 | + 4 | 6,072 |
| Appliances and Specialties | 65 | 120 | 118 | 109 | +51 | + 4 | 8,690 |
| Dairy and Poultry Products | 18 | 173 | 202 | 194 | − 1 | + 1 | 1,203 |
| Fresh Fruits and Vegetables | 50 | 186 | 209 | 168 | +14 | − 2 | 1,749 |
| Farm Supplies | 14 | 183 | 271 | 173 | +61 | +15 | 1,511 |
| Furniture and House Furnishings | 37 | 107 | 109 | 101 | +37 | + 5 | 10,814 |
| Refrigeration Equipment, Parts (commercial) | 24 | 93 | 99 | 87 | +26 | − 5 | 916 |
| Groceries | 429 | 178 | 200 | 173 | +19 | +10 | 46,740 |
| Full-line wholesalers[b] | 256 | 180 | 200 | 175 | +17 | + 8 | 26,321 |
| Voluntary-group wholesalers | 93 | 180 | 199 | 175 | +16 | + 8 | 11,949 |
| Retailer-cooperative warehouses | 14 | 253 | 270 | 225 | +25 | +14 | 2,885 |
| Specialty lines | 64 | 134 | 163 | 136 | +36 | +17 | 5,585 |
| Confectionery | 28 | 160 | 156 | 149 | +13 | + 4 | 890 |
| Meats and Meat Products | 34 | 241 | 331 | 262 | +173 | +18 | 4,916 |
| Beer | 13 | 231 | 206 | 205 | +15 | −14 | 264 |
| Wines and Liquors | 25 | 135 | 135 | 125 | −10 | +26 | 6,377 |
| Total Hardware Group | 230 | 97 | 107 | 96 | +26 | + 9 | 56,716 |
| General hardware | 115 | 99 | 111 | 99 | +26 | +10 | 43,517 |
| Industrial supplies | 58 | 92 | 92 | 86 | +15 | + 2 | 7,173 |
| Plumbing and heating supplies | 57 | 87 | 94 | 87 | +44 | +10 | 6,026 |
| Jewelry | 135 | 64 | 68 | 66 | − 2 | +16 | 10,251 |
| Optical Goods | 12 | 94 | 96 | 96 | 0 | + 4 | 294 |
| Lumber and Building Materials | 52 | 118 | 117 | 112 | +44 | + 4 | 7,349 |
| Machinery, Equipment, and Supplies, except Electrical | 34 | 77 | 90 | 84 | + 6 | + 6 | 3,486 |
| Surgical, Medical, Equipment Supplies | 19 | 58 | 63 | 57 | +37 | + 6 | 3,511 |
| Metals | 20 | 110 | 106 | 101 | +10 | 0 | 3,516 |
| Paper and Its Products | 58 | 96 | 93 | 100 | +17 | +14 | 9,285 |
| Petroleum | 23 | 128 | 123 | 126 | +18 | − 1 | 717 |
| Tobacco Products | 188 | 196 | 210 | 196 | +10 | + 4 | 14,492 |
| Leather and Shoe Findings | 20 | 77 | 88 | 76 | + 4 | + 5 | 655 |
| Miscellaneous | 22 | 119 | 109 | 114 | − 8 | +10 | 3,185 |

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a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

b Not affiliated with voluntary or cooperative groups.

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES--CURRENT MONTH | | | | SALES--YEAR-TO-DATE [a] | | INVENTORY--END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change: Oct. 1947 vs Oct. 1946 | Percent change: Oct. 1947 vs Sept. 1947 | October 1947 (Add 000) | Percent change from 10 mos. 1946 | Ten Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Oct. 1947 vs Oct. 1946 | Percent change: Oct. 1947 vs Sept. 1947 | October 31, 1947 (Add 000) | Oct. 1947 | Oct. 1946 | Sept. 1947 |
| New England | 199 | +10 | +20 | $26,934 | +15 | $237,856 | 129 | +29 | - 2 | $20,654 | 110 | 97 | 135 |
| Automotive Supplies | 7 | - 8 | +10 | 356 | + 8 | 4,276 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 4 | -20 | - 5 | 745 | -10 | 6,227 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 8 | + 9 | +10 | 2,124 | + 6 | 20,858 | 7 | +11 | +12 | 2,538 | 148 | 137 | 138 |
| Electrical Group | 48 | +32 | +21 | 6,706 | +65 | 57,614 | 39 | +74 | - 6 | 6,472 | 102 | 79 | 132 |
| Fresh Fruits and Vegetables | 6 | -31 | + 2 | 332 | -15 | 4,762 | 4 | 0 | +11 | 20 | 11 | 8 | 10 |
| Furniture and House Furnishings | 4 | +21 | +37 | 776 | +27 | 4,727 | d | d | d | d | d | d | d |
| Groceries | 28 | + 2 | +22 | 5,016 | 0 | 40,935 | 15 | +25 | + 4 | 2,156 | 108 | 86 | 118 |
| Confectionery | 4 | + 1 | + 7 | 93 | + 2 | 1,691 | d | d | d | d | d | d | d |
| Industrial Supplies | 6 | - 6 | - 1 | 594 | +14 | 6,810 | 5 | +23 | + 5 | 1,855 | 319 | 244 | 305 |
| Plumbing and Heating Supplies | 6 | +39 | + 3 | 316 | +47 | 3,108 | d | d | d | d | d | d | d |
| Jewelry | 5 | - 7 | +17 | 502 | - 7 | 3,471 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | +12 | +14 | 464 | +11 | 3,862 | 5 | +17 | - 1 | 742 | 235 | 216 | 274 |
| Metals | 5 | - 7 | +19 | 349 | + 6 | 3,503 | d | d | d | d | d | d | d |
| Paper and Its Products | 4 | + 5 | + 2 | 286 | +17 | 2,965 | d | d | d | d | d | d | d |
| Tobacco Products | 27 | - 1 | + 6 | 3,363 | 0 | 29,397 | 8 | 0 | + 7 | 372 | 47 | 50 | 47 |
| Middle Atlantic | 651 | +13 | +17 | 124,608 | +14 | 1,077,808 | 402 | +15 | - 2 | 77,158 | 90 | 91 | 109 |
| Automotive Supplies | 33 | + 6 | +14 | 1,218 | + 5 | 11,518 | 25 | +60 | + 2 | 1,270 | 162 | 114 | 160 |
| Paints and Varnishes | 4 | +25 | - 2 | 96 | +17 | 1,012 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 10 | +37 | +20 | 5,212 | +37 | 37,975 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | + 4 | + 3 | 1,138 | + 1 | 9,867 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 20 | + 5 | +16 | 8,408 | + 5 | 65,205 | 13 | +15 | + 7 | 6,184 | 129 | 112 | 152 |
| Dry Goods | 30 | + 6 | +11 | 8,014 | + 8 | 63,587 | 17 | +27 | + 5 | 4,861 | 104 | 101 | 109 |
| Electrical Group | 104 | +47 | +10 | 21,339 | +77 | 166,851 | 86 | +65 | + 2 | 18,505 | 92 | 85 | 99 |
| Dairy and Poultry Products | 5 | -34 | - 6 | 788 | +24 | 30,770 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 17 | + 3 | +13 | 1,859 | - 4 | 17,000 | 13 | + 5 | +36 | 264 | 28 | 27 | 23 |
| Farm Supplies | 4 | +59 | 0 | 946 | +21 | 8,743 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 12 | +43 | +11 | 2,339 | +31 | 18,845 | 7 | + 4 | - 8 | 609 | 40 | 50 | 48 |
| Groceries | 62 | + 2 | +16 | 16,923 | + 3 | 163,976 | 37 | + 9 | + 7 | 7,851 | 103 | 91 | 110 |
| Confectionery | 4 | - 4 | + 3 | 195 | + 6 | 4,500 | d | d | d | d | d | d | d |
| Meats and Meat Products | 10 | +54 | +14 | 2,651 | +38 | 33,607 | 10 | +35 | - 5 | 1,202 | 45 | 52 | 53 |
| Beer | 6 | +20 | -15 | 314 | +19 | 3,696 | 6 | +122 | +16 | 71 | 23 | 13 | 17 |
| Wines and Liquors | 14 | +19 | +53 | 11,053 | -24 | 62,975 | 14 | - 6 | - 9 | 9,961 | 90 | 114 | 181 |
| General Hardware | 24 | + 8 | +11 | 7,223 | +16 | 63,646 | 16 | +48 | 0 | 5,834 | 157 | 108 | 142 |
| Industrial Supplies | 21 | +12 | + 5 | 1,814 | +32 | 24,114 | 14 | +27 | - 1 | 1,830 | 144 | 132 | 167 |
| Plumbing and Heating Supplies | 17 | +37 | +14 | 1,527 | +31 | 13,409 | 6 | +51 | - 1 | 315 | 85 | 95 | 93 |
| Jewelry | 51 | + 1 | +29 | 2,210 | -19 | 10,544 | 19 | -10 | - 1 | 1,683 | 155 | 167 | 193 |
| Optical Goods | 5 | +10 | +24 | 175 | 0 | 1,449 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 14 | +16 | +20 | 2,645 | +30 | 23,429 | 5 | +28 | - 1 | 864 | 37 | 32 | 46 |
| Machinery, Eqpt., and Supplies, except Electrical | 7 | +15 | +22 | 822 | +19 | 6,884 | d | d | d | d | d | d | d |
| Surgical, Medical, Eqpt. Supplies | 4 | +14 | +14 | 151 | +16 | 2,218 | d | d | d | d | d | d | d |
| Paper and Its Products | 20 | + 3 | + 7 | 2,020 | +25 | 24,277 | 11 | +78 | + 3 | 1,101 | 79 | 45 | 85 |
| Petroleum | 21 | +38 | + 8 | 693 | +21 | 7,423 | d | d | d | d | d | d | d |
| Tobacco Products | 72 | - 2 | + 8 | 15,459 | + 8 | 137,776 | 43 | -13 | - 1 | 7,026 | 58 | 66 | 64 |
| Leather and Shoe Findings | 9 | -14 | + 7 | [illegible] | -14 | 936 | d | d | d | d | d | d | d |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | October 1947 | Percent change from 10 mos. 1946 | Ten Months 1947 | Number of firms reporting stocks | Percent change | | Oct. 31, 1947 | Oct. 1947 | Oct. 1946 | Sept. 1947 |
| | | Oct. 1947 vs Oct. 1946 | Oct. 1947 vs Sept. 1947 | (Add 000) | | (Add 000) | | Oct. 1947 vs Oct. 1946 | Oct. 1947 vs Sept. 1946 | (Add 000) | | | |
| East North Central | 632 | +18 | +12 | $112,891 | +22 | $983,666 | 435 | +30 | + 2 | $86,195 | 100 | 92 | 109 |
| Automotive Supplies | 50 | − 2 | + 5 | 3,107 | +12 | 28,197 | 39 | +52 | + 5 | 3,336 | 135 | 89 | 133 |
| Paints and Varnishes | 7 | +31 | +14 | 658 | +20 | 5,907 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 6 | −24 | + 5 | 310 | −27 | 2,056 | d | d | d | d | d | d | d |
| Coal | 4 | +41 | +21 | 2,931 | +34 | 19,657 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 27 | +15 | +12 | 8,580 | + 9 | 70,790 | 19 | +15 | + 4 | 8,063 | 138 | 134 | 151 |
| Dry Goods | 6 | + 2 | + 6 | 1,889 | − 2 | 15,288 | 5 | +29 | − 4 | 1,561 | 87 | 69 | 97 |
| Electrical Group | 115 | +23 | + 2 | 27,191 | +64 | 216,335 | 96 | +52 | + 5 | 25,866 | 101 | 81 | 97 |
| Dairy and Poultry Products | 11 | +30 | − 4 | 1,038 | +22 | 9,997 | 6 | + 3 | − 8 | 73 | 11 | 16 | 11 |
| Fresh Fruits and Vegetables | 14 | + 6 | + 9 | 649 | + 2 | 10,696 | 10 | +13 | + 6 | 169 | 32 | 29 | 33 |
| Farm Supplies | 4 | +17 | +12 | 164 | + 3 | 6,944 | d | d | d | d | d | d | d |
| Groceries | 103 | +10 | +18 | 21,015 | +10 | 190,680 | 80 | +24 | + 8 | 13,036 | 111 | 104 | 122 |
| Confectionery | 7 | +27 | +21 | 369 | +11 | 2,680 | d | d | d | d | d | d | d |
| Meats and Meat Products | 12 | +90 | 0 | 6,608 | +44 | 65,901 | 9 | +41 | + 4 | 840 | 27 | 41 | 33 |
| Beer | 12 | +33 | + 6 | 619 | +38 | 5,887 | 9 | +91 | + 3 | 134 | 35 | 25 | 37 |
| Wines and Liquors | 7 | +94 | +85 | 1,590 | −18 | 10,815 | 7 | −15 | −13 | 1,134 | 71 | 162 | 152 |
| General Hardware | 13 | +14 | +23 | 7,745 | +28 | 92,580 | 12 | +29 | − 7 | 9,323 | 122 | 107 | 162 |
| Industrial Supplies | 10 | + 4 | +15 | 1,071 | +21 | 9,178 | 7 | +35 | − 1 | 477 | 127 | 99 | 139 |
| Plumbing and Heating Supplies | 16 | +32 | +19 | 1,698 | +32 | 12,478 | 14 | +43 | − 1 | 1,674 | 110 | 102 | 132 |
| Jewelry | 57 | − 2 | +25 | 3,760 | −18 | 16,475 | 26 | − 6 | + 2 | 3,495 | 130 | 134 | 158 |
| Lumber and Building Materials | 11 | +57 | +20 | 1,525 | +43 | 12,672 | 7 | +55 | − 8 | 385 | 40 | 40 | 52 |
| Machinery, eqpt., and Supplies, except Electrical | 11 | +23 | +42 | 1,126 | +24 | 9,283 | 8 | +16 | − 2 | 962 | 136 | 120 | 161 |
| Surgical, Medical, Eqpt., Supplies | 7 | +29 | +14 | 1,608 | +34 | 15,338 | 5 | +13 | + 1 | 1,395 | 83 | 96 | 95 |
| Metals | 5 | +16 | +24 | 803 | +20 | 6,754 | d | d | d | d | d | d | d |
| Paper and Its Products | 22 | +16 | +13 | 5,026 | +14 | 43,527 | 10 | +22 | − 3 | 1,404 | 78 | 69 | 89 |
| Tobacco Products | 64 | + 4 | + 6 | 8,414 | + 6 | 77,428 | 33 | +12 | + 7 | 2,189 | 56 | 52 | 55 |
| Leather and Shoe Findings | 8 | − 1 | + 8 | 135 | − 9 | 1,539 | d | d | d | d | d | d | d |
| West North Central | 316 | +12 | +12 | 83,235 | +19 | 723,263 | 238 | +20 | 0 | 89,910 | 123 | 116 | 139 |
| Automotive Supplies | 20 | + 3 | + 1 | 2,459 | +14 | 30,697 | 13 | +11 | + 2 | 1,957 | 178 | 169 | 184 |
| Clothing and Furnishings, except Shoes | 4 | +13 | −16 | 422 | + 7 | 3,099 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 21 | +10 | + 8 | 5,566 | + 7 | 47,403 | 19 | + 4 | + 3 | 7,221 | 151 | 159 | 158 |
| Dry Goods | 5 | −20 | +10 | 9,426 | −11 | 72,456 | 5 | − 7 | − 4 | 10,805 | 115 | 99 | 132 |
| Electrical Group | 54 | +36 | +10 | 12,154 | +72 | 98,810 | 48 | +60 | + 2 | 11,367 | 100 | 86 | 109 |
| Fresh Fruits and Vegetables | 4 | +13 | + 3 | 290 | + 9 | 5,804 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 5 | +67 | +25 | 6,432 | +44 | 52,070 | 4 | + 5 | −10 | 5,281 | 83 | 133 | 115 |
| Groceries | 73 | +16 | +11 | 18,980 | +10 | 137,700 | 58 | +21 | + 6 | 23,418 | 137 | 132 | 145 |
| Confectionery | 5 | +12 | + 6 | 398 | +12 | 3,776 | 5 | +27 | +18 | 207 | 52 | 46 | 47 |
| Beer | 5 | +62 | + 3 | 151 | +63 | 2,792 | d | d | d | d | d | d | d |
| General Hardware | 17 | + 4 | +10 | 13,236 | +25 | 105,226 | 16 | +39 | − 3 | 19,149 | 145 | 109 | 165 |
| Industrial Supplies | 7 | +26 | +19 | 673 | +25 | 6,105 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 8 | +47 | + 6 | 569 | +41 | 13,133 | 5 | +78 | +11 | 401 | 92 | 77 | 86 |
| Jewelry | 15 | − 1 | +27 | 1,332 | −12 | 5,122 | 8 | − 9 | − 2 | 1,196 | 158 | 141 | 201 |
| Lumber and Building Materials | 4 | +80 | + 9 | 259 | +58 | 9,132 | d | d | d | d | d | d | d |
| Paper and Its Products | 4 | +27 | +15 | 198 | +16 | 2,659 | d | d | d | d | d | d | d |
| Tobacco Products | 32 | + 4 | + 4 | 3,856 | + 5 | 34,344 | 18 | +13 | − 4 | 1,125 | 56 | 55 | 59 |
| Leather and Shoe Findings | 5 | + 2 | + 7 | 65 | − 9 | 769 | d | d | d | d | d | d | d |

(Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

OCTOBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | October 1947 | Percent change from 10 mos. 1946 | Ten Months 1947 | Number of firms reporting stocks | Percent change | | October 31, 1947 | Oct. 1947 | Oct. 1946 | Sept. 1947 |
| | | Oct. 1947 vs Oct. 1946 | Oct. 1947 vs Sept. 1947 | (Add 000) | | (Add 000) | | Oct. 1947 vs Oct. 1946 | Oct. 1947 vs Sept. 1947 | (Add 000) | | | |
| South Atlantic | 400 | +16 | +10 | $60,426 | +25 | $521,138 | 262 | +43 | + 5 | $47,717 | 110 | 93 | 115 |
| Automotive Supplies | 18 | +35 | +12 | 1,291 | +12 | 10,878 | 10 | +61 | - 1 | 531 | 171 | 117 | 192 |
| Paints and Varnishes | 4 | +37 | +11 | 376 | +20 | 2,834 | 4 | +50 | + 2 | 291 | 77 | 70 | 83 |
| Clothing and Furnishings, except Shoes | 4 | + 7 | - 2 | 259 | -21 | 2,011 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 5 | + 1 | - 2 | 2,773 | + 7 | 20,137 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 30 | + 8 | + 5 | 5,707 | + 6 | 47,455 | 21 | +16 | + 3 | 7,383 | 191 | 178 | 195 |
| Dry Goods | 6 | - 5 | - 3 | 2,569 | + 6 | 20,312 | 4 | +43 | - 6 | 2,729 | 155 | 104 | 152 |
| Electrical Group | 80 | +41 | + 4 | 14,526 | +83 | 128,927 | 73 | +76 | + 6 | 14,657 | 105 | 64 | 102 |
| Fresh Fruits and Vegetables | 10 | -11 | + 3 | 521 | - 3 | 6,369 | 6 | +31 | +46 | 123 | 34 | 23 | 26 |
| Furniture and House Furnishings | 5 | +36 | +10 | 605 | +27 | 4,887 | d | d | d | d | d | d | d |
| Groceries | 95 | + 6 | +12 | 13,004 | +15 | 119,836 | 46 | +38 | + 9 | 6,694 | 101 | 79 | 103 |
| Confectionery | 15 | + 2 | + 9 | 579 | +12 | 4,634 | 7 | +65 | +13 | 439 | 106 | 69 | 104 |
| Meats and Meat Products | 5 | +117 | +31 | 1,646 | +33 | 12,348 | 4 | +35 | -25 | 419 | 25 | 41 | 44 |
| Beer | 4 | +12 | + 7 | 288 | -16 | 3,472 | d | d | d | d | d | d | d |
| General Hardware | 19 | +14 | +14 | 3,238 | +26 | 37,280 | 15 | +60 | + 7 | 3,624 | 141 | 103 | 150 |
| Industrial Supplies | 9 | +29 | +10 | 1,536 | +41 | 10,966 | 7 | +65 | 0 | 1,574 | 128 | 99 | 142 |
| Jewelry | 8 | - 5 | +14 | 466 | -15 | 2,250 | 4 | -31 | - 8 | 353 | 112 | 146 | 132 |
| Lumber and Building Materials | 8 | +61 | +19 | 1,166 | +56 | 10,526 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | +24 | +20 | 403 | +26 | 3,232 | 4 | +41 | + 3 | 284 | 175 | 115 | 170 |
| Paper and Its Products | 8 | +15 | +11 | 835 | +25 | 7,400 | d | d | d | d | d | d | d |
| Tobacco Products | 22 | - 5 | +12 | 3,961 | - 1 | 29,563 | 13 | +12 | 0 | 1,467 | 44 | 37 | 49 |
| East South Central | 157 | +17 | +12 | 27,205 | +22 | 234,159 | 102 | +24 | 4 | 20,711 | 104 | 100 | 122 |
| Drugs and Sundries (liquor excluded) | 18 | + 7 | + 6 | 3,734 | + 5 | 29,816 | 13 | + 6 | - 4 | 4,624 | 155 | 159 | 172 |
| Dry Goods | 8 | -14 | 0 | 1,901 | -10 | 16,434 | 4 | 0 | - 9 | 1,306 | 103 | 89 | 114 |
| Electrical Group | 28 | +53 | +17 | 5,636 | +74 | 43,316 | 27 | +72 | - 7 | 4,967 | 90 | 80 | 113 |
| Fresh Fruits and Vegetables | 6 | + 2 | +13 | 202 | + 3 | 2,153 | d | d | d | d | d | d | d |
| Groceries | 33 | - 1 | +11 | 4,242 | +12 | 46,066 | 21 | +17 | + 1 | 3,730 | 116 | 95 | 129 |
| Confectionery | 7 | +12 | +15 | 327 | +12 | 3,191 | d | d | d | d | d | d | d |
| Beer | 5 | +69 | + 5 | 118 | +53 | 1,004 | 4 | - 4 | + 2 | 49 | 53 | 62 | 49 |
| General Hardware | 12 | +15 | +14 | 4,227 | +29 | 32,220 | 5 | +17 | 0 | 2,343 | 120 | 137 | 145 |
| Lumber and Building Materials | 4 | +56 | 0 | 859 | +109 | 6,475 | d | d | d | d | d | d | d |
| Tobacco Products | 10 | - 1 | + 9 | 1,404 | + 1 | 9,221 | 5 | +28 | 0 | 521 | 43 | 34 | 48 |
| West South Central | 265 | +16 | +12 | 54,130 | +21 | 455,351 | 196 | +34 | + 1 | 52,137 | 127 | 116 | 144 |
| Automotive Supplies | 10 | - 1 | - 2 | 678 | 0 | 6,656 | 6 | +42 | + 2 | 725 | 143 | 99 | 135 |
| Drugs and Sundries (liquor excluded) | 23 | + 8 | + 7 | 6,287 | + 6 | 46,605 | 16 | +20 | + 3 | 7,462 | 172 | 156 | 179 |
| Dry Goods | 5 | -16 | + 5 | 1,023 | -16 | 7,152 | 4 | +10 | - 1 | 983 | 142 | 116 | 143 |
| Electrical Group | 49 | +58 | +19 | 10,107 | +79 | 77,976 | 45 | +70 | + 2 | 10,437 | 106 | 99 | 125 |
| Groceries | 99 | +10 | + 6 | 17,533 | +13 | 137,548 | 70 | +28 | + 5 | 15,138 | 114 | 101 | 117 |
| Confectionery | 5 | - 5 | +31 | 178 | +14 | 1,410 | d | d | d | d | d | d | d |
| General Hardware | 19 | +14 | +12 | 6,422 | +23 | 51,265 | 13 | +47 | 0 | 7,693 | 165 | 145 | 198 |
| Industrial Supplies | 4 | +15 | + 2 | 2,172 | +33 | 26,177 | d | d | d | d | d | d | d |
| Jewelry | 5 | -32 | +17 | 200 | -16 | 2,018 | 4 | -17 | +14 | 610 | 321 | 255 | 323 |
| Tobacco Products | 30 | 0 | + 6 | 3,331 | +18 | 24,450 | 12 | + 5 | - 8 | 728 | 53 | 46 | 58 |

(Continued on next page)

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# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS
OCTOBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: Oct. 1947 vs. Oct. 1946 | Percent change: Oct. 1947 vs. Sept. 1947 | October 1947 (Add 000) | Percent change from 10 mos. 1946 | Ten Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Oct. 1947 vs. Oct. 1946 | Percent change: Oct. 1947 vs. Sept. 1947 | Oct. 31, 1947 (Add 000) | Oct. 1947 | Oct. 1946 | Sept. 1947 |
| Mountain | 142 | +21 | +10 | $22,901 | +27 | $193,714 | 107 | +47 | + 6 | $24,075 | 140 | 116 | 144 |
| Automotive Supplies | 11 | + 5 | + 9 | 828 | +17 | 7,692 | 5 | +110 | + 1 | 373 | 247 | 112 | 256 |
| Drugs and Sundries (liquor excluded) | 12 | + 1 | + 2 | 2,121 | +14 | 18,114 | 9 | + 10 | + 5 | 3,004 | 171 | 158 | 163 |
| Electrical Group | 23 | +58 | + 6 | 4,104 | +89 | 34,359 | 19 | +134 | + 2 | 5,154 | 136 | 95 | 140 |
| Furniture and House Furnishings | 4 | -18 | - 1 | 397 | - 8 | 2,511 | d | d | d | d | d | d | d |
| Groceries | 31 | + 9 | + 6 | 5,227 | +12 | 39,124 | 28 | + 42 | + 8 | 8,059 | 160 | 123 | 157 |
| General Hardware | 6 | +33 | +22 | 2,350 | +32 | 19,050 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 4 | +63 | +11 | 1,835 | +72 | 15,859 | d | d | d | d | d | d | d |
| Tobacco Products | 15 | - 7 | + 7 | 1,043 | - 2 | 9,540 | 11 | + 31 | + 6 | 233 | 76 | 64 | 75 |
| Pacific | 359 | +14 | +14 | 74,811 | +17 | 724,938 | 230 | + 26 | 0 | 79,609 | 141 | 129 | 163 |
| Automotive Supplies | 52 | -11 | + 1 | 3,245 | + 7 | 31,751 | 28 | + 35 | 0 | 3,426 | 227 | 155 | 231 |
| Clothing and Furnishings, except Shoes | 6 | -19 | + 2 | 203 | -10 | 1,701 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | +28 | + 8 | 491 | +31 | 3,993 | 5 | + 32 | -28 | 481 | 105 | 101 | 158 |
| Drugs and Sundries (liquor excluded) | 15 | + 2 | +15 | 6,812 | + 2 | 57,327 | 12 | - 8 | - 9 | 10,037 | 150 | 166 | 189 |
| Dry Goods | 7 | + 9 | +11 | 2,377 | +18 | 18,342 | d | d | d | d | d | d | d |
| Electrical Group | 70 | +39 | +13 | 18,232 | +67 | 134,756 | 64 | + 68 | + 3 | 22,694 | 127 | 106 | 139 |
| Fresh Fruits and Vegetables | 5 | + 2 | +12 | 864 | + 5 | 14,330 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 8 | - 1 | + 6 | 2,126 | +32 | 27,368 | 5 | + 18 | - 8 | 3,399 | 180 | 146 | 202 |
| Groceries | 37 | + 6 | +12 | 11,574 | + 8 | 176,023 | 22 | + 7 | + 4 | 7,772 | 119 | 102 | 128 |
| Beer | 4 | + 7 | -11 | 192 | +10 | 2,192 | d | d | d | d | d | d | d |
| General Hardware | 15 | + 5 | +12 | 8,915 | +18 | 79,062 | 11 | + 40 | - 2 | 15,758 | 213 | 162 | 247 |
| Industrial Supplies | 6 | + 3 | + 1 | 603 | + 1 | 13,968 | 4 | + 17 | + 2 | 857 | 229 | 221 | 224 |
| Plumbing and Heating Supplies | 5 | +48 | +27 | 1,297 | +44 | 10,387 | d | d | d | d | d | d | d |
| Jewelry | 37 | -11 | +18 | 2,353 | -15 | 12,133 | 18 | - 16 | + 1 | 2,897 | 189 | 201 | 230 |
| Lumber and Building Materials | 10 | +55 | + 7 | 1,696 | +46 | 15,512 | 8 | +150 | +13 | 992 | 85 | 56 | 82 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | -10 | +13 | 791 | +16 | 8,588 | 6 | + 56 | + 1 | 1,204 | 268 | 153 | 343 |
| Metals | 5 | + 5 | + 2 | 818 | + 8 | 6,924 | d | d | d | d | d | d | d |
| Tobacco Products | 22 | + 7 | + 6 | 2,653 | - 2 | 30,540 | 9 | + 10 | + 4 | 380 | 54 | 48 | 52 |
| Leather and Shoe Findings | 5 | - 7 | +19 | 314 | - 5 | 2,943 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Insufficient data to show separately.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wisc.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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~~Ref~~

MONTHLY
# WHOLESALE TRADE
REPORT*

**DEPARTMENT OF COMMERCE**
W. AVERELL HARRIMAN, *Secretary*
**BUREAU OF THE CENSUS**
APT, *Director*

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UNIVERSITY OF ILLINOIS

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## NOVEMBER 1947

For Release
January 5, 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 2,976 merchant wholesalers representing all parts of the country.

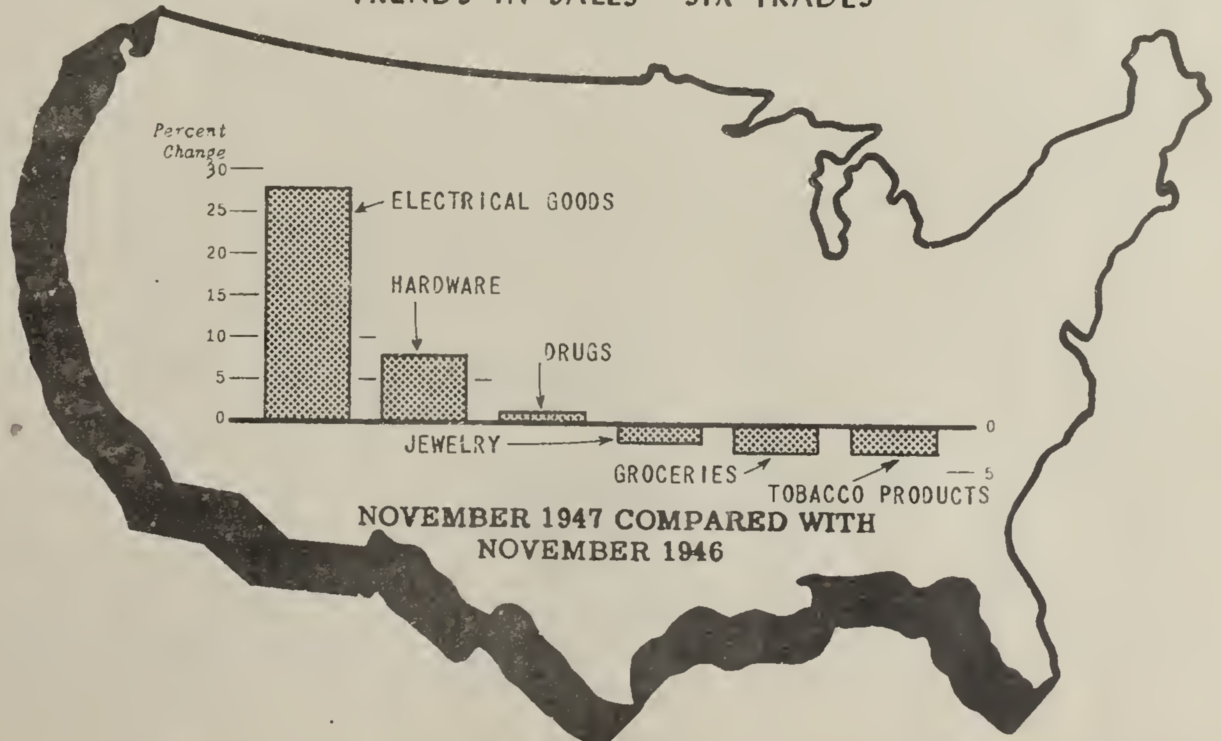
November sales of merchant wholesalers were up 6 percent over November of last year. This percentage gain was the smallest for any month compared with the same month of the previous year since September 1945. November sales were down seasonally by 14 percent from October of this year. Comparing the first 11 months of 1947 with the corresponding period of last year, dollar sales were up 20 percent.

Of the 39 trades for which data are shown separately in the accompanying tables, 25 recorded sales increases over November of last year, the gains ranging up to 25 percent or more in the case of electrical goods, furniture, coal, plumbing and heating supplies, lumber and building materials, and petroleum. Thirteen kinds of business registered decreases, while one (industrial chemicals) showed no change. All kinds of business except "miscellaneous" recorded seasonal declines from October.

Inventories, valued at cost, were up 24 percent over November of last year—the smallest percentage increase in inventories this year over the corresponding date of last year. From October to November of this year, inventories on the average were up 6 percent. Twenty-seven trades showed increases in inventories from October to November, 10 recorded decreases, while two showed no change.

Beginning-of-November accounts receivable were 25 percent above a year earlier, and up 5 percent over the first of October. With accounts receivable increasing at a more rapid rate than dollar sales, the collection period is lengthening. However, it is still considerably short of prewar for most lines of trade.

TRENDS IN SALES – SIX TRADES



NOVEMBER 1947 COMPARED WITH NOVEMBER 1946

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

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## DEPARTMENT OF COMMERCE
## BUREAU OF THE CENSUS
## WASHINGTON

# WHOLESALERS' SALES AND INVENTORIES

NOVEMBER 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH: Number of firms reporting sales[c] | SALES—CURRENT MONTH: Percent change Nov. 1947 vs Nov. 1946 | SALES—CURRENT MONTH: Percent change Nov. 1947 vs Oct. 1947 | SALES—CURRENT MONTH: November 1947 (Add 000) | SALES—YEAR-TO-DATE[a]: Percent change from 11 mos. 1946 | SALES—YEAR-TO-DATE[a]: Eleven Months 1947 (Add 000) | INVENTORY—END-OF-MONTH (At Cost): Number of firms reporting stocks | INVENTORY: Percent change Nov. 1947 vs Nov. 1946 | INVENTORY: Percent change Nov. 1947 vs Oct. 1947 | INVENTORY: November 30 1947 (Add 000) | STOCK-SALES RATIOS[b]: Nov. 1947 | STOCK-SALES RATIOS[b]: Nov. 1946 | STOCK-SALES RATIOS[b]: Oct. 1947 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| UNITED STATES | 2,976 | + 6 | -14 | $491,733 | +20 | $6,128,199 | 1,976 | +24 | + 6 | $500,830 | 139 | 120 | 113 |
| Automotive Supplies | 156 | - 2 | - 7 | 9,207 | + 9 | 191,196 | 93 | +39 | + 2 | 8,633 | 191 | 134 | 171 |
| Chemicals (industrial) | 16 | 0 | -13 | 1,356 | +17 | 20,400 | 11 | +21 | + 6 | 998 | 114 | 87 | 86 |
| Paints and Varnishes | 24 | +18 | -19 | 3,113 | +40 | 80,297 | 12 | +60 | - 2 | 1,089 | 121 | 93 | 106 |
| Clothing and Furnishings, except Shoes | 31 | +13 | -15 | 3,345 | +19 | 33,752 | 12 | +40 | - 3 | 663 | 92 | 60 | 80 |
| Shoes and Other Footwear | 27 | +21 | -18 | 12,226 | +27 | 255,487 | 17 | +39 | +17 | 5,637 | 60 | 52 | 43 |
| Coal | 11 | +63 | - 1 | 6,393 | +39 | 35,463 | 3 | +19 | +11 | 5,634 | 191 | 208 | 172 |
| Drugs and Sundries (liquor excluded) | 173 | + 1 | -17 | 40,017 | + 6 | 445,204 | 133 | +11 | + 3 | 60,189 | 194 | 177 | 155 |
| Dry Goods | 78 | -13 | -16 | 22,493 | - 3 | 243,371 | 46 | - 3 | - 6 | 21,783 | 136 | 117 | 120 |
| Total Electrical Group | 524 | +28 | - 7 | 101,224 | +67 | 1,067,218 | 431 | +36 | + 4 | 115,843 | 119 | 99 | 107 |
| Full-line | 348 | +29 | - 6 | 87,102 | +71 | 903,732 | 340 | +58 | + 3 | 103,303 | 120 | 99 | 108 |
| Wiring Supplies, Construction Materials Distributors | 109 | +13 | - 8 | 3,642 | +32 | 68,023 | 63 | +32 | 0 | 4,658 | 127 | 109 | 116 |
| Appliances and Specialties | 67 | +23 | -11 | 8,480 | +62 | 95,461 | 48 | +49 | - 1 | 7,880 | 110 | 97 | 100 |
| Dairy and Poultry Products | 24 | + 7 | - 3 | 3,860 | +20 | 61,433 | 13 | +33 | - 7 | 1,305 | 50 | 41 | 56 |
| Fresh Fruits and Vegetables | 73 | - 8 | -15 | 4,874 | - 1 | 78,704 | 47 | +17 | + 8 | 970 | 52 | 27 | 26 |
| Farm Supplies | 15 | + 9 | -19 | 2,147 | +21 | 46,258 | 9 | +33 | + 2 | 1,322 | 123 | 101 | 93 |
| Furniture and House Furnishings | 38 | +28 | -16 | 9,773 | +33 | 135,200 | 21 | 0 | +10 | 7,953 | 99 | 129 | 73 |
| Refrigeration Eqpt., Parts (commercial) | 27 | -14 | -24 | 706 | d | d | 21 | +33 | + 3 | 1,733 | 308 | 189 | 223 |
| Groceries | 391 | - 3 | -19 | 101,212 | + 8 | 1,170,323 | 384 | +11 | + 7 | 107,033 | 157 | 138 | 118 |
| Full-line Wholesalers[e] | 339 | - 6 | -19 | 30,446 | + 7 | 367,308 | 222 | +13 | + 6 | 39,614 | 161 | 134 | 124 |
| Voluntary-group wholesalers | 140 | - 3 | -20 | 32,786 | + 8 | 373,958 | 102 | +10 | + 8 | 34,107 | 161 | 150 | 118 |
| Retailer-cooperative warehouses | 18 | + 4 | -20 | 6,861 | +11 | 74,381 | 11 | +31 | + 4 | 4,599 | 147 | 128 | 113 |
| Specialty lines | 94 | + 3 | -17 | 11,119 | + 8 | 152,676 | 49 | - 6 | +12 | 8,733 | 127 | 132 | 92 |
| Confectionery | 49 | + 2 | - 2 | 2,033 | + 9 | 26,780 | 23 | +31 | - 2 | 979 | 80 | 61 | 78 |
| Meats and Meat Products | 44 | + 3 | -14 | 20,394 | +60 | 333,434 | 36 | +47 | +23 | 8,821 | 60 | 43 | 41 |
| Beer | 39 | - 4 | -27 | 1,280 | +17 | 21,684 | 23 | +21 | +13 | 450 | 53 | 42 | 36 |
| Wines and Liquor | 18 | -12 | -38 | 3,766 | -18 | 110,797 | 16 | +23 | +40 | 5,602 | 150 | 107 | 66 |
| Liquor Departments of Other Trades[f] | 49 | -10 | -29 | 11,292 | -22 | 101,118 | 46 | +12 | +40 | 25,306 | 226 | 180 | 114 |
| Total Hardware Group | 244 | + 8 | -12 | 56,026 | +23 | 719,479 | 164 | +37 | + 2 | 74,303 | 181 | 144 | 153 |
| General hardware | 122 | + 6 | -13 | 42,772 | +22 | 334,982 | 90 | +37 | + 2 | 61,710 | 183 | 144 | 154 |
| Industrial supplies | 62 | +11 | - 6 | 7,674 | +24 | 113,110 | 41 | +33 | 0 | 9,014 | 208 | 170 | 188 |
| Plumbing and heating supplies | 60 | +25 | -16 | 3,580 | +37 | 69,387 | 33 | +50 | + 2 | 3,581 | 119 | 108 | 98 |
| Jewelry | 162 | - 2 | - 3 | 9,857 | -14 | 64,187 | 79 | -16 | - 7 | 8,881 | 139 | 156 | 148 |
| Optical Goods | 15 | - 7 | -17 | 258 | - 3 | 2,961 | 8 | -17 | - 1 | 101 | 112 | 122 | 95 |
| Lumber and Building Materials | 61 | +34 | -13 | 9,260 | +48 | 105,903 | 33 | +64 | + 4 | 4,266 | 83 | 65 | 67 |
| Machinery, Eqpt., and Supplies, except Electrical | 45 | + 3 | -11 | 4,815 | +24 | 64,695 | 51 | +27 | + 1 | 6,457 | 181 | 143 | 161 |
| Surgical, Medical, Equipment Supplies | 19 | + 4 | -12 | 2,152 | +24 | 24,633 | 12 | +12 | - 2 | 1,950 | 110 | 104 | 98 |
| Metals | 28 | + 6 | -13 | 3,011 | + 9 | 54,889 | 20 | +36 | + 1 | 7,067 | 162 | 124 | 158 |
| Paper and Its Products | 66 | + 3 | -14 | 8,178 | +16 | 103,648 | 32 | +33 | + 3 | 4,060 | 114 | 86 | 96 |
| Petroleum | 27 | +26 | - 8 | 1,072 | +21 | 10,348 | 25 | +44 | + 7 | 644 | 67 | 59 | 36 |
| Tobacco Products | 251 | - 3 | -12 | 27,124 | + 4 | 412,857 | 124 | + 8 | + 7 | 8,179 | 61 | 53 | 50 |
| Leather and Shoe Findings | 35 | -13 | -18 | 627 | - 8 | 8,016 | 16 | +13 | - 6 | 956 | 304 | 241 | 269 |
| Miscellaneous | 16 | + 3 | + 3 | 2,620 | - 2 | 26,900 | 11 | +13 | + 3 | 1,979 | 163 | 167 | 160 |

[a] Includes reports received too late for inclusion in previous monthly totals.
[b] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
[c] Number does not apply in all cases to the year-to-date figures.
[d] Not available.
[e] Not affiliated with voluntary or cooperative groups.
[f] Chiefly of the Wholesale Drug Trade.

## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

NOVEMBER 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES[a] |  |  | ACCOUNTS RECEIVABLE |  |  |
|---|---|---|---|---|---|---|---|
|  |  |  |  |  | Percent change |  | As of November 1, (Add 000) |
|  |  | November 1947 | November 1946 | October 1947 | Nov. 1947 vs. Nov. 1946 | Nov. 1947 vs. Oct. 1947 |  |
| UNITED STATES | 2,297 | 102 | 113 | 113 | +25 | + 5 | $502,597 |
| Automotive Supplies | 110 | 90 | 95 | 91 | + 8 | + 2 | 6,465 |
| Chemicals (industrial) | 14 | 95 | 96 | 97 | + 6 | + 8 | 1,410 |
| Paints and Varnishes | 21 | 80 | 80 | 92 | +30 | 0 | 1,458 |
| Clothing and Furnishings, except Shoes | 26 | 91 | 109 | 111 | +31 | +14 | 5,603 |
| Shoes and Other Footwear | 24 | 80 | 85 | 85 | +48 | + 1 | 17,256 |
| Coal | 11 | 91 | 100 | 103 | +45 | + 7 | 6,243 |
| Drugs and Sundries (liquor excluded) | 86 | 97 | 106 | 105 | +16 | + 5 | 17,519 |
| Dry Goods | 70 | 67 | 76 | 75 | 0 | + 4 | 30,937 |
| Total Electrical Group | 489 | 88 | 96 | 95 | +49 | + 3 | 110,505 |
| Full-line | 345 | 87 | 95 | 94 | +51 | + 2 | 98,108 |
| Wiring Supplies, Construction Materials Distributors | 87 | 78 | 89 | 83 | +29 | + 6 | 5,864 |
| Appliances and Specialties | 57 | 105 | 116 | 116 | +41 | + 9 | 6,533 |
| Dairy and Poultry Products | 17 | 140 | 188 | 154 | +33 | + 3 | 3,432 |
| Fresh Fruits and Vegetables | 55 | 163 | 183 | 175 | − 1 | − 9 | 1,974 |
| Farm Supplies | 11 | 187 | 257 | 209 | +59 | + 2 | 966 |
| Furniture and House Furnishings | 33 | 99 | 107 | 116 | +42 | +14 | 9,584 |
| Refrigeration Equipment, Parts (commercial) | 24 | 85 | 95 | 89 | +15 | −10 | 841 |
| Groceries | 461 | 150 | 169 | 178 | +15 | + 7 | 55,081 |
| Full-line wholesalers[b] | 270 | 156 | 174 | 185 | + 9 | + 6 | 28,103 |
| Voluntary-group wholesalers | 108 | 143 | 158 | 171 | +13 | +10 | 16,960 |
| Retailer-cooperative warehouses | 15 | 249 | 279 | 273 | +15 | −11 | 2,424 |
| Specialty lines | 68 | 108 | 134 | 128 | +47 | +11 | 7,594 |
| Confectionery | 23 | 134 | 153 | 160 | + 9 | + 8 | 550 |
| Meats and Meat Products | 38 | 223 | 321 | 255 | +53 | + 1 | 6,663 |
| Beer | 11 | 201 | 215 | 240 | +15 | − 5 | 220 |
| Wines and Liquors | 14 | 146 | 137 | 276 | +12 | +73 | 2,168 |
| Total Hardware Group | 221 | 94 | 101 | 98 | +20 | + 6 | 56,045 |
| General hardware | 111 | 96 | 104 | 101 | +17 | + 6 | 42,329 |
| Industrial supplies | 55 | 92 | 91 | 94 | +14 | + 2 | 6,762 |
| Plumbing and heating | 55 | 84 | 91 | 86 | +46 | + 8 | 6,954 |
| Jewelry | 116 | 57 | 61 | 61 | + 1 | +26 | 11,313 |
| Optical Goods | 13 | 88 | 94 | 100 | +10 | + 9 | 323 |
| Lumber and Building Materials | 56 | 108 | 108 | 115 | +40 | +10 | 8,603 |
| Machinery, Equipment, and Supplies, except Electrical | 31 | 82 | 92 | 79 | +33 | + 8 | 4,527 |
| Surgical, Medical, Equipment Supplies | 19 | 57 | 59 | 58 | +19 | − 1 | 3,553 |
| Metals | 27 | 107 | 114 | 106 | +10 | + 1 | 5,070 |
| Paper and Its Products | 57 | 91 | 93 | 96 | +15 | + 2 | 8,979 |
| Petroleum | 24 | 112 | 117 | 123 | +25 | + 4 | 796 |
| Tobacco Products | 150 | 161 | 171 | 183 | + 8 | + 5 | 10,338 |
| Leather and Shoe Findings | 21 | 74 | 83 | 78 | 0 | + 4 | 708 |
| Miscellaneous | 24 | 107 | 108 | 120 | − 1 | +20 | 3,667 |

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.
[b] Not affiliated with voluntary or cooperative groups.

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: Nov. 1947 vs. Nov. 1946 | Percent change: Nov. 1947 vs. Oct. 1947 | November 1947 (Add 000) | Percent change from 11 mos. 1946 | Eleven Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Nov. 1947 vs. Nov. 1946 | Percent change: Nov. 1947 vs. Oct. 1947 | November 30, 1947 (Add 000) | Nov. 1947 | Nov. 1946 | Oct. 1947 |
| New England | 197 | + 1 | -17 | $22,415 | +14 | $263,577 | 130 | +26 | + 4 | $21,123 | 137 | 114 | 107 |
| Automotive Supplies | 7 | -16 | -15 | 299 | + 6 | 4,607 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 10 | - 6 | -21 | 1,896 | + 5 | 22,869 | 9 | +17 | + 5 | 3,123 | 192 | 152 | 148 |
| Dry Goods | 4 | -23 | 0 | 202 | -27 | 2,215 | 4 | +61 | - 1 | 249 | 123 | 59 | 124 |
| Electrical Group | 50 | +14 | -20 | 6,012 | +58 | 65,163 | 42 | +63 | + 3 | 7,020 | 124 | 86 | 95 |
| Fresh Fruits and Vegetables | 9 | -12 | + 9 | 421 | -14 | 5,340 | 7 | +52 | +21 | 47 | 25 | 16 | 17 |
| Groceries | 23 | -12 | -19 | 4,011 | - 1 | 45,412 | 12 | +16 | + 6 | 2,408 | 154 | 119 | 115 |
| Confectionery | 4 | + 7 | +15 | 107 | + 2 | 1,798 | d | d | d | d | d | d | d |
| Industrial Supplies | 6 | + 2 | - 1 | 591 | +13 | 7,527 | 5 | +20 | + 2 | 1,898 | 328 | 277 | 319 |
| Plumbing and Heating Supplies | 5 | +28 | -19 | 235 | +45 | 3,344 | d | d | d | d | d | d | d |
| Jewelry | 7 | -10 | -12 | 456 | - 8 | 3,931 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | -15 | -26 | 241 | + 9 | 4,103 | d | d | d | d | d | d | d |
| Metals | 5 | -19 | -23 | 269 | + 4 | 3,772 | d | d | d | d | d | d | d |
| Paper and Its Products | 5 | + 6 | -12 | 264 | +16 | 3,241 | 4 | +16 | + 3 | 278 | 173 | 163 | 148 |
| Tobacco Products | 25 | - 4 | - 8 | 3,117 | 0 | 32,609 | 7 | + 1 | + 4 | 370 | 54 | 54 | 48 |
| Middle Atlantic | 608 | - 1 | -14 | 93,524 | +12 | 1,185,414 | 353 | +23 | +10 | 66,737 | 122 | 99 | 94 |
| Automotive Supplies | 18 | - 7 | - 9 | 775 | + 4 | 12,481 | 11 | +44 | + 2 | 774 | 192 | 119 | 167 |
| Paints and Varnishes | 4 | -15 | -27 | 70 | +14 | 1,082 | d | d | d | d | d | d | d |
| Clothing and Furnishings (except Shoes) | 11 | +19 | -13 | 4,568 | +34 | 42,543 | 4 | +24 | - 7 | 414 | 75 | 54 | 62 |
| Shoes and Other Footwear | 7 | +35 | -33 | 762 | + 3 | 10,629 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 20 | - 2 | -22 | 5,798 | + 5 | 71,165 | 14 | +13 | 0 | 6,241 | 169 | 156 | 129 |
| Dry Goods | 30 | - 8 | -14 | 5,712 | + 7 | 69,724 | 15 | + 2 | - 5 | 3,313 | 130 | 116 | 112 |
| Electrical Group | 104 | +17 | -11 | 16,359 | +69 | 185,036 | 80 | +60 | + 6 | 17,927 | 118 | 88 | 99 |
| Dairy and Poultry Products | 7 | + 3 | - 2 | 4,032 | +21 | 35,086 | 4 | +50 | -13 | 594 | 50 | 55 | 68 |
| Fresh Fruits and Vegetables | 17 | + 7 | -20 | 1,479 | - 4 | 16,533 | 13 | - 1 | -11 | 231 | 29 | 32 | 28 |
| Farm Supplies | 4 | + 6 | -11 | 842 | +19 | 9,585 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 12 | +22 | -18 | 1,929 | +30 | 20,804 | 6 | +15 | + 3 | 627 | 52 | 51 | 40 |
| Groceries | 84 | -14 | -17 | 16,312 | 0 | 184,892 | 37 | + 5 | +17 | 9,842 | 149 | 114 | 107 |
| Confectionery | 7 | + 3 | +21 | 531 | + 5 | 5,338 | d | d | d | d | d | d | d |
| Meats and Meat Products | 11 | + 5 | - 9 | 4,001 | +34 | 37,608 | 11 | +39 | +17 | 2,232 | 58 | 42 | 43 |
| Beer | 6 | +20 | -11 | 277 | +21 | 4,050 | d | d | d | d | d | d | d |
| General Hardware | 26 | - 7 | -14 | 6,514 | +14 | 71,352 | 18 | +53 | + 9 | 7,177 | 192 | 128 | 141 |
| Industrial Supplies | 18 | + 4 | + 2 | 1,520 | +30 | 26,309 | 11 | +27 | - 3 | 1,506 | 180 | 152 | 164 |
| Plumbing and Heating Supplies | 18 | +16 | -21 | 1,537 | +30 | 17,361 | 7 | +58 | + 2 | 556 | 92 | 91 | 69 |
| Jewelry | 45 | - 6 | - 6 | 2,595 | -15 | 14,052 | 17 | -12 | -11 | 2,020 | 113 | 123 | 126 |
| Optical Goods | 6 | - 6 | -19 | 152 | - 1 | 1,614 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 15 | + 9 | -15 | 2,340 | +29 | 26,188 | 5 | +29 | +10 | 733 | 53 | 39 | 37 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | -11 | -23 | 602 | +17 | 7,536 | d | d | d | d | d | d | d |
| Surgical, Medical, Equipment Supplies | 5 | + 1 | -14 | 213 | +15 | 2,527 | 4 | +33 | + 8 | 344 | 261 | 188 | 223 |
| Paper and Its Products | 22 | + 6 | - 9 | 2,352 | +23 | 26,663 | 13 | +68 | - 1 | 1,171 | 92 | 53 | 62 |
| Petroleum | 23 | +24 | -12 | 665 | +21 | 6,288 | d | d | d | d | d | d | d |
| Tobacco Products | 51 | - 6 | -11 | 5,506 | + 7 | 144,558 | 23 | +13 | +12 | 1,309 | 50 | 42 | 41 |
| Leather and Shoe Findings | 8 | - 9 | -17 | 68 | -12 | 1,004 | d | d | d | d | d | d | d |

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## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH |  |  |  | SALES—YEAR-TO-DATE[a] |  | INVENTORY—END-OF-MONTH (At Cost) |  |  |  | STOCK-SALES RATIOS[b] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Number of firms reporting sales[c] | Percent change: Nov. 1947 vs. Nov. 1946 | Percent change: Nov. 1947 vs. Oct. 1947 | November 1947 (Add 000) | Percent change from 11 mos. 1946 | Eleven Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Nov. 1947 vs. Nov. 1946 | Percent change: Nov. 1947 vs. Oct. 1947 | November 30, 1947 (Add 000) | Nov. 1947 | Nov. 1946 | Oct. 1947 |
| East North Central | 570 | + 9 | -15 | $93,362 | +21 | $1,086,468 | 388 | +25 | + 6 | $88,574 | 127 | 112 | 101 |
| Automotive Supplies | 47 | - 5 | - 9 | 2,192 | +10 | 30,893 | 36 | +43 | + 1 | 2,461 | 149 | 108 | 138 |
| Paints and Varnishes | 7 | + 8 | -19 | 535 | +19 | 6,442 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 6 | -13 | -23 | 224 | -25 | 2,280 | d | d | d | d | d | d | d |
| Coal | 4 | +97 | - 5 | 2,798 | +40 | 22,455 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 26 | + 9 | +17 | 7,006 | + 9 | 78,548 | 19 | +17 | + 3 | 8,540 | 173 | 161 | 139 |
| Dry Goods | 6 | -10 | -20 | 1,516 | - 3 | 17,006 | 5 | +32 | - 6 | 1,466 | 103 | 69 | 87 |
| Electrical Group | 96 | +23 | - 3 | 22,734 | +59 | 240,134 | 84 | +41 | + 5 | 24,067 | 109 | 95 | 102 |
| Dairy and Poultry Products | 10 | +12 | -16 | 518 | +21 | 10,515 | 5 | +13 | +18 | 52 | 30 | 24 | 19 |
| Fresh Fruits and Vegetables | 15 | - 7 | -17 | 698 | + 1 | 11,589 | 10 | + 6 | + 6 | 168 | 36 | 35 | 30 |
| Farm Supplies | 5 | + 6 | -27 | 389 | + 4 | 7,333 | d | d | d | d | d | d | d |
| Groceries | 86 | - 2 | -24 | 15,749 | + 9 | 207,610 | 64 | + 9 | + 8 | 19,920 | 161 | 154 | 113 |
| Confectionery | 7 | + 4 | -14 | 318 | +10 | 2,998 | d | d | d | d | d | d | d |
| Meats and Meat Products | 14 | + 3 | -17 | 8,114 | +38 | 74,015 | 10 | +60 | +22 | 2,252 | 50 | 35 | 30 |
| Beer | 12 | + 4 | -28 | 462 | +35 | 6,400 | 7 | +54 | + 4 | 125 | 50 | 34 | 35 |
| Wines and Liquors | 6 | -23 | -44 | 851 | -14 | 12,666 | 6 | +31 | +51 | 1,657 | 192 | 113 | 71 |
| General Hardware | 14 | +11 | -18 | 6,671 | +27 | 102,249 | 13 | +30 | + 3 | 10,480 | 160 | 137 | 128 |
| Industrial Supplies | 10 | + 1 | -19 | 870 | +18 | 10,334 | 7 | +40 | + 9 | 518 | 174 | 120 | 127 |
| Plumbing and Heating Supplies | 15 | +21 | -18 | 1,300 | +31 | 13,778 | 13 | +31 | + 3 | 1,627 | 137 | 130 | 112 |
| Jewelry | 46 | - 4 | - 4 | 2,543 | -16 | 19,080 | 21 | - 9 | - 5 | 2,193 | 130 | 138 | 133 |
| Lumber and Building Materials | 12 | +49 | -14 | 1,329 | +43 | 14,159 | 8 | +58 | +11 | 485 | 58 | 57 | 44 |
| Machinery, Eqpt., and Supplies, except Electrical | 11 | +23 | -15 | 848 | +24 | 10,190 | 7 | +30 | + 6 | 905 | 187 | 135 | 143 |
| Surgical, Medical, Equipment Supplies | 6 | + 6 | -14 | 1,516 | +31 | 16,908 | 4 | + 6 | - 4 | 1,284 | 93 | 93 | 82 |
| Metals | 5 | + 7 | -24 | 613 | +19 | 7,367 | d | d | d | d | d | d | d |
| Paper and Its Products | 21 | - 1 | -19 | 3,868 | +13 | 47,395 | 9 | +23 | + 4 | 1,296 | 99 | 82 | 82 |
| Tobacco Products | 53 | - 1 | -14 | 7,483 | + 5 | 85,440 | 26 | - 2 | + 9 | 2,812 | 71 | 69 | 55 |
| Leather and Shoe Findings | 9 | + 3 | -11 | 140 | - 8 | 1,725 | 4 | +28 | + 2 | 124 | 258 | 220 | 222 |
| West North Central | 320 | + 6 | -14 | 75,068 | +17 | 805,042 | 250 | +18 | + 4 | 94,650 | 150 | 135 | 124 |
| Automotive Supplies | 18 | + 2 | 0 | 2,064 | +13 | 33,909 | 11 | + 9 | 0 | 1,511 | 216 | 211 | 210 |
| Drugs and Sundries (liquor excluded) | 19 | 0 | -18 | 4,333 | + 7 | 51,948 | 17 | + 6 | + 1 | 7,053 | 189 | 180 | 155 |
| Dry Goods | 6 | -23 | -19 | 8,065 | -13 | 81,116 | 6 | -13 | - 6 | 11,371 | 141 | 124 | 121 |
| Electrical Group | 51 | +33 | - 3 | 11,985 | +66 | 111,222 | 46 | +58 | + 7 | 12,183 | 108 | 93 | 99 |
| Fresh Fruits and Vegetables | 6 | - 6 | -17 | 386 | + 7 | 6,349 | 4 | +35 | + 2 | 134 | 61 | 45 | 62 |
| Furniture and House Furnishings | 5 | +40 | -16 | 5,410 | +44 | 57,480 | 4 | - 3 | +12 | 5,905 | 110 | 160 | 83 |
| Groceries | 87 | + 4 | -20 | 17,199 | +10 | 155,220 | 72 | +17 | + 7 | 26,912 | 184 | 164 | 140 |
| Confectionery | 4 | - 3 | -13 | 268 | +11 | 4,044 | 4 | + 7 | -12 | 163 | 61 | 56 | 60 |
| Beer | 6 | -13 | -45 | 94 | +59 | 2,907 | d | d | d | d | d | d | d |
| General Hardware | 16 | - 3 | -14 | 9,639 | +22 | 114,865 | 16 | +38 | + 1 | 16,358 | 170 | 119 | 145 |
| Industrial Supplies | 6 | +45 | -15 | 518 | +26 | 6,747 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 7 | +25 | -20 | 534 | +39 | 14,391 | 5 | +58 | - 5 | 556 | 117 | 97 | 100 |
| Jewelry | 12 | + 5 | 0 | 1,294 | - 9 | 6,512 | 8 | -19 | - 7 | 1,064 | 142 | 164 | 154 |
| Tobacco Products | 34 | - 1 | - 7 | 2,675 | + 5 | 37,290 | 22 | + 9 | + 5 | 1,172 | 66 | 63 | 60 |
| Leather and Shoe Findings | 5 | 0 | -12 | 57 | - 8 | 862 | d | d | d | d | d | d | d |

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(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES. BY GEOGRAPHIC DIVISIONS
NOVEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change: Nov. 1947 vs Nov. 1946 | Percent change: Nov. 1947 vs Oct. 1947 | November 1947 (Add 000) | Percent change from 11 mos. 1946 | Eleven Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Nov. 1947 vs Nov. 1946 | Percent change: Nov. 1947 vs Oct. 1947 | November 30, 1947 (Add 000) | Nov. 1947 | Nov. 1946 | Oct. 1947 |
| South Atlantic | 386 | + 7 | -15 | $48,351 | +23 | $573,701 | 254 | +32 | + 4 | $47,329 | 136 | 113 | 113 |
| Automotive Supplies | 10 | + 7 | -17 | 580 | +12 | 11,712 | 6 | +33 | + 5 | 539 | 209 | 165 | 169 |
| Paints and Varnishes | 4 | +35 | -13 | 329 | +22 | 3,163 | 4 | +74 | +11 | 322 | 98 | 76 | 77 |
| Clothing and Furnishings, except Shoes | 5 | - 5 | -24 | 216 | -20 | 2,227 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 5 | +25 | -17 | 2,310 | + 9 | 22,447 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 29 | 0 | -14 | 4,805 | + 8 | 52,260 | 21 | +13 | 0 | 7,373 | 220 | 195 | 191 |
| Dry Goods | 8 | - 6 | -16 | 2,102 | + 5 | 22,414 | 5 | +27 | - 8 | 2,510 | 161 | 130 | 154 |
| Electrical Group | 79 | +29 | -10 | 12,877 | +77 | 142,729 | 70 | +50 | + 3 | 14,328 | 119 | 103 | 104 |
| Fresh Fruits and Vegetables | 11 | -11 | - 4 | 656 | - 4 | 7,158 | 6 | +55 | + 7 | 132 | 36 | 20 | 34 |
| Furniture and House Furnishings | 4 | +23 | - 5 | 554 | +27 | 5,421 | d | d | d | d | d | d | d |
| Groceries | 101 | 0 | -18 | 11,052 | +13 | 131,666 | 52 | +18 | + 4 | 7,945 | 125 | 110 | 101 |
| Confectionery | 12 | - 2 | - 4 | 312 | +11 | 5,146 | 5 | +39 | -17 | 255 | 112 | 81 | 131 |
| Meats and Meat Products | 5 | -29 | -26 | 1,224 | +23 | 13,572 | 4 | + 2 | +21 | 506 | 41 | 29 | 25 |
| Beer | 6 | -24 | -26 | 241 | -16 | 3,750 | d | d | d | d | d | d | d |
| General Hardware | 16 | + 4 | -18 | 2,365 | +24 | 40,757 | 12 | +74 | + 5 | 3,447 | 184 | 113 | 138 |
| Industrial Supplies | 9 | +33 | - 6 | 1,262 | +40 | 12,336 | 8 | +52 | 0 | 1,765 | 141 | 124 | 132 |
| Jewelry | 7 | - 7 | -10 | 402 | -14 | 2,652 | 4 | -23 | +15 | 405 | 156 | 180 | 112 |
| Lumber and Building Materials | 8 | +42 | -15 | 1,010 | +55 | 11,536 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | +12 | -15 | 340 | +24 | 3,572 | 4 | +32 | - 6 | 267 | 187 | 157 | 175 |
| Paper and Its Products | 7 | +19 | - 7 | 749 | +24 | 8,149 | d | d | d | d | d | d | d |
| Tobacco Products | 19 | - 6 | -18 | 2,278 | - 1 | 32,205 | 12 | +21 | + 4 | 754 | 41 | 32 | 32 |
| East South Central | 158 | + 7 | -15 | 23,382 | +20 | 259,900 | 99 | +15 | + 4 | 21,230 | 130 | 123 | 105 |
| Drugs and Sundries (liquor excluded) | 17 | - 2 | -17 | 3,011 | + 5 | 32,945 | 12 | +12 | - 1 | 4,535 | 195 | 173 | 162 |
| Dry Goods | 9 | -16 | -16 | 1,811 | -11 | 18,488 | 5 | - 4 | - 2 | 1,652 | 126 | 116 | 110 |
| Electrical Group | 25 | +37 | -13 | 4,440 | +69 | 48,193 | 23 | +54 | - 1 | 4,658 | 108 | 97 | 94 |
| Fresh Fruits and Vegetables | 6 | - 7 | - 5 | 192 | + 2 | 2,345 | d | d | d | d | d | d | d |
| Groceries | 42 | -13 | -21 | 4,426 | + 9 | 51,961 | 27 | - 3 | +13 | 4,594 | 149 | 132 | 102 |
| Confectionery | 8 | + 3 | -13 | 329 | +11 | 3,572 | d | d | d | d | d | d | d |
| Beer | 4 | + 2 | -41 | 54 | +49 | 1,058 | 4 | -16 | +10 | 46 | 83 | 104 | 46 |
| General Hardware | 12 | +23 | - 7 | 3,933 | +29 | 36,153 | 5 | +23 | + 8 | 2,534 | 151 | 160 | 120 |
| Lumber and Building Materials | 4 | +16 | -13 | 749 | +93 | 7,224 | d | d | d | d | d | d | d |
| Tobacco Products | 6 | - 6 | -13 | 251 | + 1 | 9,472 | d | d | d | d | d | d | d |
| West South Central | 280 | +11 | -11 | 45,661 | +20 | 504,847 | 199 | +26 | + 3 | 52,942 | 146 | 132 | 127 |
| Automotive Supplies | 13 | - 1 | - 6 | 813 | 0 | 9,805 | 11 | +40 | + 3 | 1,315 | 170 | 119 | 154 |
| Drugs and Sundries (liquor excluded) | 24 | + 3 | -14 | 5,762 | + 6 | 52,626 | 18 | +14 | - 1 | 8,678 | 197 | 176 | 173 |
| Dry Goods | 4 | -26 | -16 | 607 | -17 | 7,759 | d | d | d | d | d | d | d |
| Electrical Group | 48 | +51 | - 4 | 9,538 | +76 | 87,605 | 43 | +56 | + 1 | 10,425 | 111 | 108 | 106 |
| Groceries | 99 | - 2 | -16 | 14,719 | +11 | 152,497 | 70 | +17 | + 5 | 15,719 | 139 | 115 | 111 |
| Confectionery | 4 | 0 | + 9 | 140 | +13 | 1,550 | d | d | d | d | d | d | d |
| General Hardware | 17 | +17 | - 7 | 4,210 | +22 | 55,475 | 12 | +34 | + 2 | 7,173 | 205 | 181 | 188 |
| Industrial Supplies | 4 | +14 | - 6 | 2,051 | +32 | 51,191 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | +24 | +32 | 612 | +31 | 16,491 | d | d | d | d | d | d | d |
| Tobacco Products | 29 | - 5 | -12 | 2,566 | +15 | 27,110 | 11 | +10 | + 6 | 517 | 53 | 47 | 46 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

NOVEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE[a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS[b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales[c] | Percent change | | November 1947 (Add 000) | Percent change from 11 mos. 1946 | Eleven Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | November 30, 1947 (Add 000) | Nov. 1947 | Nov. 1946 | Oct. 1947 |
| | | Nov. 1947 vs. Nov. 1946 | Nov. 1947 vs. Oct. 1947 | | | | | Nov. 1947 vs. Nov. 1946 | Nov. 1947 vs. Oct. 1947 | | | | |
| Mountain | 138 | +14 | -13 | $20,539 | +26 | $215,110 | 104 | +36 | + 4 | $26,319 | 163 | 134 | 136 |
| Automotive Supplies | 10 | +24 | -13 | 654 | +17 | 8,391 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 12 | + 5 | -10 | 1,899 | +13 | 20,013 | 9 | +12 | + 1 | 3,023 | 191 | 177 | 171 |
| Electrical Group | 23 | +51 | - 2 | 3,924 | +84 | 38,518 | 19 | +109 | + 3 | 5,271 | 142 | 104 | 135 |
| Groceries | 29 | - 1 | -24 | 3,906 | +11 | 45,205 | 27 | +18 | + 1 | 8,123 | 216 | 179 | 162 |
| General Hardware | 7 | +16 | -17 | 2,015 | +30 | 21,180 | d | d | d | d | d | d | d |
| Jewelry | 4 | +11 | +35 | 73 | -40 | 381 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 5 | +62 | -12 | 1,801 | +70 | 17,865 | d | d | d | d | d | d | d |
| Tobacco Products | 10 | - 3 | -12 | 805 | - 2 | 10,401 | 7 | +33 | + 4 | 301 | 75 | 64 | 65 |
| Pacific | 313 | + 8 | -13 | 61,332 | +16 | 900,679 | 193 | +22 | + 7 | 76,780 | 167 | 147 | 156 |
| Automotive Supplies | 31 | - 5 | - 6 | 1,790 | + 6 | 33,723 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 6 | -25 | - 6 | 190 | -12 | 1,891 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 6 | +16 | -36 | 256 | +30 | 4,249 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 16 | - 5 | -20 | 5,505 | + 1 | 62,832 | 14 | + 2 | +14 | 11,623 | 214 | 199 | 149 |
| Dry Goods | 8 | + 2 | -12 | 1,973 | +16 | 20,368 | d | d | d | d | d | d | d |
| Electrical Group | 48 | +30 | - 2 | 13,345 | +62 | 148,618 | 44 | +64 | + 4 | 19,984 | 151 | 121 | 142 |
| Fresh Fruits and Vegetables | 7 | -23 | -20 | 902 | + 5 | 15,976 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 7 | +34 | - 7 | 329 | +32 | 29,323 | 4 | - 3 | -11 | 177 | 112 | 163 | 171 |
| Groceries | 40 | + 3 | -19 | 13,838 | + 8 | 197,860 | 23 | - 5 | + 4 | 11,590 | 135 | 139 | 104 |
| Meats and Meat Products | 4 | + 7 | -13 | 1,363 | +47 | 21,325 | 4 | +44 | +32 | 512 | 38 | 28 | 25 |
| General Hardware | 12 | +14 | - 7 | 7,260 | +18 | 86,762 | 9 | +29 | - 2 | 13,241 | 218 | 193 | 209 |
| Industrial Supplies | 6 | -26 | - 1 | 466 | 0 | 14,590 | 4 | - 8 | 0 | 659 | 268 | 185 | 270 |
| Plumbing and Heating Supplies | 4 | +28 | -11 | 996 | +42 | 11,383 | d | d | d | d | d | d | d |
| Jewelry | 37 | + 2 | + 1 | 2,373 | -13 | 14,695 | 20 | -21 | - 5 | 2,961 | 172 | 201 | 188 |
| Lumber and Building Materials | 11 | +42 | - 6 | 1,682 | +45 | 17,528 | 9 | +67 | - 4 | 1,096 | 95 | 79 | 90 |
| Machinery, Eqpt., and Supplies, except Electrical | 8 | -34 | -23 | 561 | +11 | 9,149 | 5 | +62 | + 4 | 1,176 | 378 | 142 | 293 |
| Metals | 4 | +13 | + 1 | 694 | + 9 | 7,618 | d | d | d | d | d | d | d |
| Tobacco Products | 24 | + 3 | -17 | 2,443 | - 1 | 33,952 | 14 | +17 | + 3 | 390 | 87 | 74 | 68 |
| Leather and Shoe Findings | 6 | -23 | -25 | 249 | - 7 | 3,192 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Insufficient data to show separately.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wisc.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT*

**DEPARTMENT OF COMMERCE**
W. AVERELL HARRIMAN, *Secretary*
**BUREAU OF THE CENSUS**
J. C. CAPT, *Director*

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## DECEMBER 1947

For Release
February 9, 1948

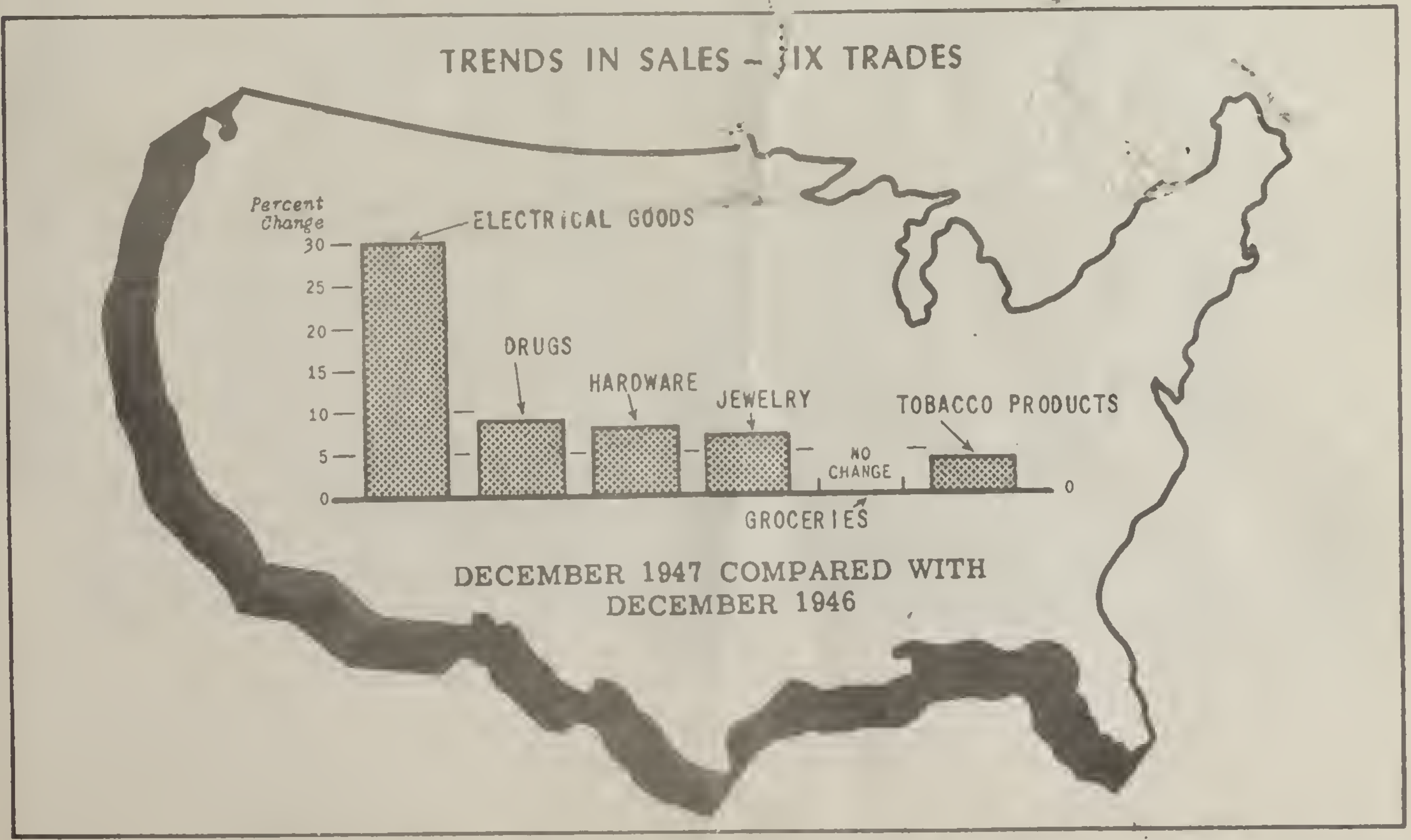
Dollar sales volume of merchant wholesalers in 1947 set a new annual record, approximately 15 percent higher than the previous record volume established in 1946. The Office of Business Economics of the Department estimated 1946 sales at $55,088,000,000, while preliminary estimates for 1947 are slightly more than $63,360,000,000.

December sales likewise set a new record for the month, as they were approximately 12 percent above the previous December record, 1946. December sales were up 4 percent from November. These data are based upon confidential reports submitted to the Bureau of the Census by 2,995 merchant wholesalers representing all parts of the country.

Thirty of the 39 trades for which data are shown separately in the accompanying tables reported sales increases in December 1947 compared with December 1946. Sales gains of 30 percent or more were recorded for electrical goods, furniture, lumber and building materials, petroleum, and coal. Seven kinds of business registered decreases, while two--full-line and voluntary-group grocery wholesalers--showed no change. Comparing December with November 1947, 22 kinds of business recorded sales increases; 16, decreases; and one, no change.

Inventories, valued at cost, at the end of the year were up 20 percent over 1946, the smallest year-to-year increase since the April 1945-46 comparison. From November to December, inventories on the average were up 2 percent. Twenty-three trades showed increases in inventories from November to December, while 15 recorded decreases.

Beginning-of-December accounts receivable were up 19 percent from a year earlier, the smallest year-to-year increase since April 1946. December receivables were off 4 percent from November, the first decrease in five months.



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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

# DEPARTMENT OF COMMERCE
# BUREAU OF THE CENSUS
# WASHINGTON

## WHOLESALERS' SALES AND INVENTORIES
DECEMBER 1947

| KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change Dec. 1947 vs Dec. 1946 | Percent change Dec. 1947 vs Nov. 1947 | December 1947 (Add 000) | Percent change from 12 mos. 1946 | Twelve Months 1947 (Add 000) | Number of firms reporting stocks | Percent change Dec. 1947 vs Dec. 1946 | Percent change Dec. 1947 vs Nov. 1947 | December 31 1947 (Add 000) | Dec. 1947 | Dec. 1946 | Nov. 1947 |
| UNITED STATES | 2,995 | +12 | + 4 | $533,681 | +19 | $6,780,841 | 1,621 | +20 | + 2 | $346,110 | 133 | 123 | 133 |
| Automotive Supplies | 189 | -10 | -13 | 12,621 | + 7 | 212,270 | 106 | +19 | + 2 | 10,488 | 223 | 173 | 197 |
| Chemicals (industrial) | 13 | + 2 | + 1 | 1,104 | +13 | 22,208 | 8 | +28 | + 3 | 887 | 130 | 104 | 139 |
| Paints and Varnishes | 54 | + 4 | -43 | 3,812 | +37 | 89,498 | 11 | +21 | +17 | 1,172 | 165 | 160 | 115 |
| Clothing and Furnishings, except Shoes | 26 | + 2 | -22 | 3,918 | +17 | 37,699 | 11 | +42 | + 7 | 559 | 96 | 64 | 79 |
| Shoes and Other Footwear | 29 | +11 | + 3 | 23,574 | +24 | 293,9[illegible] | 19 | +53 | +30 | 9,603 | 100 | 66 | 64 |
| Coal | 10 | +65 | +20 | 6,934 | +42 | 62,59[illegible] | 4 | +21 | - 9 | 3,588 | 107 | 145 | 169 |
| Drugs and Sundries (liquor excluded) | 158 | + 9 | + 2 | 38,193 | + 6 | 484,443 | 49 | + 6 | - 4 | 14,762 | 192 | 203 | 198 |
| Dry Goods | 66 | + 4 | -20 | 10,253 | - 3 | 255,070 | 35 | + 9 | + 3 | 8,929 | 180 | 176 | 134 |
| Total Electrical Group | 544 | +30 | +27 | 133,430 | +61 | 1,213,649 | 267 | +43 | + 5 | 53,991 | 103 | 97 | 119 |
| Full-line | 361 | +30 | +29 | 116,507 | +64 | 1,027,650 | 141 | +52 | + 9 | 41,449 | 106 | 100 | 121 |
| Wiring Supplies, Construction Materials Distributors | 101 | +13 | 0 | 4,732 | +30 | 73,092 | 68 | +23 | - 4 | 4,581 | 129 | 120 | 137 |
| Appliances and Specialties | 82 | +33 | +17 | 12,191 | +59 | 110,907 | 58 | +46 | - 6 | 7,961 | 84 | 77 | 104 |
| Dairy and Poultry Products | 23 | +19 | +14 | 2,865 | +20 | 64,767 | 13 | +17 | - 1 | 882 | 38 | 41 | 45 |
| Fresh Fruits and Vegetables | 68 | + 9 | +14 | 6,602 | 0 | 85,729 | 41 | + 1 | -27 | 746 | 17 | 20 | 29 |
| Farm Supplies | 16 | + 4 | + 8 | 2,836 | +18 | 49,601 | 9 | +49 | +11 | 1,402 | 123 | 107 | 121 |
| Furniture and House Furnishings | 39 | +30 | -11 | 7,165 | +32 | 144,544 | 22 | +12 | +15 | 8,387 | 155 | 187 | 118 |
| Refrigeration Eqpt., Parts (commercial) | 27 | - 9 | + 8 | 869 | d | d | 22 | +26 | + 2 | 2,141 | 289 | 213 | 305 |
| Groceries | 553 | 0 | - 3 | 85,841 | + 7 | 1,265,328 | 335 | + 3 | - 1 | 84,847 | 153 | 149 | 155 |
| Full-line Wholesalers [e] | 300 | 0 | - 5 | 40,080 | + 7 | 608,875 | 183 | + 2 | - 1 | 45,670 | 168 | 167 | 165 |
| Voluntary-group Wholesalers | 128 | 0 | - 1 | 26,500 | + 7 | 407,043 | 93 | 0 | - 4 | 24,364 | 148 | 148 | 154 |
| Retailer-cooperative Warehouses | 16 | + 5 | - 3 | 7,349 | +11 | 81,730 | 10 | +14 | - 1 | 6,582 | 157 | 130 | 133 |
| Specialty Lines | 89 | - 2 | + 3 | 11,912 | + 6 | 167,682 | 47 | +13 | + 4 | 8,251 | 116 | 96 | 120 |
| Confectionery | 50 | + 9 | + 7 | 2,903 | + 9 | 29,790 | 24 | +17 | - 8 | 1,561 | 75 | 68 | 86 |
| Meats and Meat Products | 50 | +23 | -11 | 36,595 | +54 | 412,811 | 55 | +51 | +10 | 9,493 | 67 | 52 | 61 |
| Beer | 43 | +14 | +14 | 1,462 | +17 | 23,272 | 28 | +50 | +16 | 532 | 57 | 44 | 55 |
| Wines and Liquor | 20 | - 7 | +25 | 4,616 | -17 | 124,349 | 17 | +14 | + 3 | 3,526 | 124 | 100 | 151 |
| Liquor Departments of Other Trades [f] | 48 | -14 | + 9 | 12,182 | -21 | 115,597 | 8 | g | g | g | g | g | g |
| Total Hardware Group | 245 | + 8 | - 5 | 54,977 | +22 | 785,224 | 159 | +32 | + 4 | 78,666 | 208 | 170 | 185 |
| General Hardware | 116 | + 4 | - 6 | 39,619 | +20 | 581,380 | 82 | +35 | + 4 | 61,947 | 213 | 170 | 189 |
| Industrial Supplies | 67 | +15 | - 2 | 9,795 | +23 | 127,529 | 46 | +24 | + 4 | 12,818 | 201 | 187 | 201 |
| Plumbing and Heating Supplies | 60 | +21 | - 7 | 5,565 | +36 | 76,315 | 31 | +45 | +19 | 3,901 | 162 | 131 | 112 |
| Jewelry | 163 | + 7 | + 8 | 10,711 | -11 | 75,827 | 77 | -13 | -15 | 8,532 | 123 | 150 | 132 |
| Optical Goods | 14 | - 5 | -17 | 173 | - 3 | 5,143 | 8 | + 1 | - 4 | 99 | 155 | 158 | 143 |
| Lumber and Building Materials | 57 | +55 | - 5 | 7,515 | +47 | 115,186 | 27 | +62 | +13 | 2,791 | 92 | 69 | 72 |
| Machinery, Eqpt., and Supplies, except Electrical | 45 | + 3 | + 6 | 4,489 | +23 | 70,263 | 28 | +51 | - 2 | 6,888 | 209 | 173 | 238 |
| Surgical, Medical, Equipment Supplies | 29 | +12 | + 3 | 2,735 | +23 | 27,466 | 20 | +13 | + 2 | 2,559 | 111 | 112 | 113 |
| Metals | 18 | +17 | - 5 | 2,913 | + 8 | 59,625 | 12 | +41 | + 6 | 4,289 | 184 | 155 | 165 |
| Paper and Its Products | 65 | +15 | + 4 | 8,002 | +16 | 112,734 | 32 | +28 | + 2 | 4,241 | 111 | 99 | 118 |
| Petroleum | 26 | +43 | +11 | 1,151 | +25 | 11,499 | 24 | +30 | + 2 | 595 | 56 | 63 | 63 |
| Tobacco Products | 279 | + 4 | +12 | 38,670 | + 4 | 464,678 | 142 | + 6 | - 1 | 12,541 | 59 | 56 | 65 |
| Leather and Shoe Findings | 36 | -17 | -24 | 496 | - 9 | 8,589 | 16 | +14 | + 1 | 1,065 | 417 | 330 | 316 |
| Miscellaneous | 14 | + 3 | + 8 | 2,252 | - 2 | 29,152 | 20 | + 8 | -13 | 4,328 | 139 | 132 | 190 |

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a Includes reports received too late for inclusion in previous monthly totals.

b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.

c Number does not apply in all cases to the year-to-date figures.

d Not available.

e Not affiliated with voluntary or cooperative groups.

f Chiefly of the Wholesale Drug Trade.

g Insufficient to show separately.

# WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS

DECEMBER 1947

| KIND OF BUSINESS | Number of firms reporting | COLLECTION PERCENTAGES [a] |  |  | ACCOUNTS RECEIVABLE |  |  |
|---|---|---|---|---|---|---|---|
|  |  |  |  |  | Percent change |  |  |
|  |  | December 1947 | December 1946 | November 1947 | Dec. 1947 vs. Dec. 1946 | Dec. 1947 vs. Nov. 1947 | As of December 1, 1947 (Add 000) |
| UNITED STATES | 2,066 | 122 | 127 | 110 | +19 | - 4 | $297,656 |
| Automotive Supplies | 130 | 89 | 95 | 87 | + 9 | - 3 | 7,748 |
| Chemicals (industrials) | 11 | 93 | 97 | 93 | + 9 | - 8 | 1,053 |
| Paints and Varnishes | 21 | 76 | 94 | 79 | +36 | - 3 | 1,464 |
| Clothing and Furnishings, except Shoes | 21 | 99 | 113 | 94 | +32 | + 3 | 5,118 |
| Shoes and Other Footwear | 26 | 90 | 96 | 80 | +31 | -12 | 16,015 |
| Coal | 10 | 89 | 97 | 101 | +86 | + 9 | 6,523 |
| Drugs and Sundries (liquor excluded) | 75 | 110 | 115 | 96 | +11 | - 8 | 14,023 |
| Dry Goods | 58 | 93 | 94 | 77 | + 2 | - 8 | 12,912 |
| Total Electrical Group | 297 | 101 | 99 | 87 | +40 | - 1 | 48,723 |
| Full-line | 148 | 99 | 96 | 85 | +42 | - 2 | 35,381 |
| Wiring Supplies, Construction Materials Distributors | 80 | 82 | 92 | 79 | +27 | + 1 | 5,054 |
| Appliances and Specialties | 69 | 125 | 117 | 106 | +42 | 0 | 7,788 |
| Dairy and Poultry Products | 16 | 198 | 196 | 180 | +11 | 0 | 939 |
| Fresh Fruits and Vegetables | 51 | 194 | 191 | 176 | - 1 | - 3 | 1,805 |
| Farm Supplies | 12 | 180 | 234 | 154 | +50 | - 5 | 1,407 |
| Furniture and House Furnishings | 32 | 105 | 108 | 87 | +32 | -12 | 7,681 |
| Refrigeration Equipment, Parts (commercial) | 24 | 97 | 100 | 92 | - 3 | -10 | 860 |
| Groceries | 409 | 167 | 174 | 152 | + 6 | - 7 | 43,921 |
| Full-line wholesalers[b] | 288 | 174 | 172 | 154 | + 1 | -12 | 19,994 |
| Voluntary-group wholesalers | 101 | 169 | 172 | 158 | + 2 | - 4 | 12,928 |
| Retailer-cooperative warehouses | 13 | 226 | 277 | 221 | +29 | + 4 | 3,175 |
| Specialty lines | 67 | 123 | 147 | 109 | +20 | - 3 | 7,824 |
| Confectionery | 25 | 133 | 154 | 119 | +24 | + 5 | 1,163 |
| Meats and Meat Products | 47 | 244 | 244 | 250 | +20 | - 3 | 14,696 |
| Beer | 14 | 218 | 265 | 203 | +38 | - 5 | 175 |
| Wines and Liquors | 16 | 170 | 168 | 127 | -21 | -26 | 1,904 |
| Total Hardware Group | 217 | 101 | 105 | 93 | +19 | - 4 | 53,577 |
| General hardware | 104 | 103 | 110 | 94 | +18 | - 4 | 38,989 |
| Industrial supplies | 59 | 99 | 92 | 92 | +14 | - 4 | 8,755 |
| Plumbing and heating | 54 | 92 | 92 | 86 | +32 | -11 | 5,833 |
| Jewelry | 120 | 68 | 72 | 56 | + 4 | + 8 | 12,966 |
| Optical Goods | 12 | 96 | 99 | 90 | - 2 | -10 | 224 |
| Lumber and Building Materials | 51 | 113 | 115 | 110 | +33 | - 6 | 6,842 |
| Machinery, Equipment, and Supplies, Except Electrical | 29 | 85 | 87 | 70 | +25 | -12 | 4,022 |
| Surgical, Medical, Equipment Supplies | 27 | 62 | 63 | 61 | +19 | + 3 | 4,223 |
| Metals | 17 | 114 | 112 | 109 | +15 | - 5 | 2,725 |
| Paper and Its Products | 55 | 96 | 96 | 89 | +12 | - 6 | 7,860 |
| Petroleum | 23 | 128 | 125 | 115 | +32 | + 4 | 777 |
| Tobacco Products | 174 | 217 | 223 | 176 | + 8 | - 6 | 11,972 |
| Leather and Shoe Findings | 23 | 70 | 80 | 73 | - 1 | - 9 | 698 |
| Miscellaneous | 23 | 116 | 126 | 105 | + 6 | +10 | 3,620 |

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

[b] Not affiliated with voluntary or cooperative groups.

# WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change | | December 1947 (Add 000) | Percent change from 12 Mos. 1946 | Twelve Months 1947 (Add 000) | Number of firms reporting stocks | Percent change | | December 31, 1947 (Add 000) | Dec. 1947 | Dec. 1946 | Nov. 1947 |
| | | Dec. 1947 vs. Dec. 1946 | Dec. 1947 vs. Nov. 1947 | | | | | Dec. 1947 vs. Dec. 1946 | Dec. 1947 vs. Nov. 1947 | | | | |
| New England | 187 | +12 | +18 | $25,296 | +14 | $291,207 | 95 | + 27 | +11 | $13,052 | 109 | 110 | 123 |
| Automotive Supplies | 6 | -16 | -10 | 163 | + 5 | 4,805 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 4 | - 9 | - 9 | 496 | -10 | 7,270 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 8 | + 5 | + 7 | 1,771 | + 5 | 24,734 | d | d | d | d | d | d | d |
| Dry Goods | 4 | 0 | -15 | 171 | -25 | 2,386 | 4 | + 44 | + 2 | 252 | 147 | 102 | 122 |
| Electrical Group | 50 | +21 | +34 | 7,842 | +52 | 73,565 | 22 | +103 | +24 | 3,580 | 119 | 96 | 143 |
| Fresh Fruits and Vegetables | 7 | + 5 | -17 | 309 | -13 | 5,649 | 5 | + 6 | -35 | 17 | 10 | 10 | 18 |
| Groceries | 22 | - 1 | - 2 | 3,934 | - 1 | 49,783 | 12 | + 9 | + 8 | 2,612 | 154 | 151 | 142 |
| Industrial Supplies | 5 | + 7 | +42 | 762 | +13 | 8,289 | 4 | + 16 | - 7 | 1,370 | 183 | 170 | 280 |
| Plumbing and Heating Supplies | 5 | +53 | - 3 | 229 | +46 | 3,573 | d | d | d | d | d | d | d |
| Jewelry | 7 | + 7 | +32 | 601 | - 6 | 4,532 | d | d | d | d | d | d | d |
| Machinery, Equipment, Supplies (except electrical) | 4 | + 1 | +18 | 323 | +10 | 4,607 | d | d | d | d | d | d | d |
| Paper and Its Products | 4 | +22 | +21 | 284 | +16 | 3,525 | d | d | d | d | d | d | d |
| Tobacco Products | 24 | + 6 | +17 | 3,394 | 0 | 36,170 | 9 | + 11 | + 5 | 366 | 38 | 37 | 43 |
| Middle Atlantic | 594 | + 3 | + 5 | 97,536 | +11 | 1,308,953 | 305 | + 13 | 0 | 48,594 | 102 | 97 | 108 |
| Automotive Supplies | 17 | - 9 | -13 | 525 | + 4 | 13,483 | 9 | + 34 | + 7 | 389 | 206 | 146 | 170 |
| Clothing and Furnishings (except Shoes) | 9 | + 3 | -22 | 3,527 | +31 | 46,070 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 6 | +31 | -16 | 615 | + 4 | 11,244 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 17 | + 1 | +11 | 6,093 | + 4 | 77,347 | d | d | d | d | d | d | d |
| Dry Goods | 24 | - 1 | - 9 | 4,342 | + 6 | 74,963 | 11 | - 5 | - 2 | 2,621 | 164 | 153 | 133 |
| Electrical Group | 103 | +13 | +26 | 19,326 | +62 | 206,857 | 52 | + 43 | + 2 | 7,409 | 103 | 97 | 124 |
| Dairy and Poultry Products | 4 | 0 | + 8 | 447 | +21 | 35,544 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 16 | + 3 | + 4 | 1,336 | - 3 | 19,869 | 12 | - 19 | -40 | 82 | 12 | 16 | 23 |
| Farm Supplies | 4 | +22 | + 6 | 890 | +19 | 10,475 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 12 | +38 | + 3 | 1,725 | +30 | 22,698 | 6 | + 9 | - 7 | 637 | 57 | 74 | 71 |
| Groceries | 79 | - 2 | + 2 | 16,908 | 0 | 201,826 | 35 | - 8 | - 8 | 8,878 | 125 | 131 | 145 |
| Confectionery | 8 | +12 | + 8 | 634 | + 6 | 6,058 | 4 | + 9 | -10 | 188 | 43 | 40 | 53 |
| Meats and Meat Products | 10 | + 2 | - 7 | 3,453 | +30 | 41,061 | 10 | + 42 | + 5 | 2,150 | 62 | 45 | 55 |
| Beer | 9 | +21 | 0 | 326 | +22 | 4,402 | d | d | d | d | d | d | d |
| Wines and Liquors | 4 | -12 | +31 | 1,588 | -22 | 73,896 | d | d | d | d | d | d | d |
| Hardware | 22 | + 2 | + 7 | 6,684 | +13 | 78,871 | 14 | + 55 | + 9 | 6,938 | 181 | 133 | 184 |
| Industrial Supplies | 21 | + 4 | -10 | 1,935 | +27 | 29,312 | 14 | + 19 | + 5 | 2,285 | 151 | 136 | 149 |
| Plumbing and Heating Supplies | 16 | +22 | - 9 | 1,075 | +29 | 18,471 | 4 | + 20 | +28 | 212 | 189 | 173 | 85 |
| Jewelry | 41 | + 9 | + 4 | 2,450 | -12 | 16,626 | 15 | - 18 | - 6 | 1,749 | 102 | 130 | 112 |
| Optical Goods | 5 | - 9 | -18 | 98 | - 1 | 1,712 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 13 | +18 | - 5 | 2,069 | +28 | 28,397 | d | d | d | d | d | d | d |
| Machinery, Equipment, Supplies (except electrical) | 6 | - 1 | + 4 | 623 | +15 | 8,198 | d | d | d | d | d | d | d |
| Surgical, Medical, Equipment Supplies | 7 | +13 | - 2 | 251 | +15 | 2,778 | 6 | + 35 | - 1 | 298 | 154 | 129 | 148 |
| Paper and Its Products | 21 | + 7 | - 8 | 1,922 | +22 | 28,585 | 12 | + 48 | + 9 | 924 | 90 | 67 | 83 |
| Petroleum | 23 | +40 | + 8 | 934 | +23 | 9,222 | d | d | d | d | d | d | d |
| Tobacco Products | 65 | 0 | + 9 | 13,225 | + 6 | 166,324 | 37 | + 4 | + 1 | 6,858 | 64 | 62 | 68 |
| Leather and Shoe Findings | 9 | -15 | -24 | 56 | -12 | 1,066 | d | d | d | d | d | d | d |

(Continued on next page)

4235

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change | | December 1947 | Percent change from 12 mos. 1946 | Twelve Months 1947 | Number of firms reporting stocks | Percent change | | December 31 1947 | Dec. 1947 | Dec. 1946 | Nov. 1947 |
| | | Dec. 1947 vs Dec. 1946 | Dec. 1947 vs Nov. 1947 | (Add 000) | | (Add 000) | | Dec. 1947 vs Dec. 1946 | Dec. 1947 vs Nov. 1947 | (Add 000) | | | |
| East North Central | 558 | +16 | + 9 | $96,886 | +20 | $1,193,713 | 323 | +20 | + 3 | $64,372 | 128 | 120 | 128 |
| Automotive Supplies | 44 | - 8 | -11 | 1,959 | + 9 | 33,380 | 34 | +21 | - 1 | 2,937 | 177 | 136 | 161 |
| Paints and Varnishes | 7 | + 3 | -15 | 455 | +18 | 6,897 | d | d | d | d | d | d | d |
| Clothing and Furnishings, except Shoes | 6 | + 9 | -25 | 168 | -24 | 2,474 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 23 | +13 | + 1 | 6,365 | + 9 | 85,398 | 8 | +13 | - 2 | 2,215 | 168 | 173 | 179 |
| Dry Goods | 5 | +15 | -22 | 454 | - 3 | 17,649 | 4 | +61 | +36 | 508 | 135 | 96 | 77 |
| Electrical Group | 100 | +31 | +28 | 30,803 | +54 | 274,059 | 48 | +34 | + 8 | 13,348 | 106 | 107 | 118 |
| Dairy and Poultry Products | 9 | +11 | +10 | 500 | +20 | 11,221 | 5 | +42 | - 7 | 51 | 28 | 22 | 43 |
| Fresh Fruits and Vegetables | 14 | +10 | + 4 | 1,025 | + 2 | 12,614 | 7 | - 3 | + 7 | 147 | 43 | 50 | 46 |
| Farm Supplies | 4 | +20 | +28 | 393 | + 4 | 7,726 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 4 | +39 | - 4 | 762 | +25 | 10,005 | d | d | d | d | d | d | d |
| Groceries | 82 | + 1 | - 4 | 14,282 | + 8 | 222,934 | 39 | + 6 | - 2 | 17,504 | 161 | 157 | 157 |
| Confectionery | 7 | + 9 | + 8 | 344 | +10 | 3,342 | d | d | d | d | d | d | d |
| Meats and Meat Products | 14 | +30 | +10 | 8,929 | +37 | 82,944 | 11 | +46 | +26 | 2,851 | 67 | 55 | 49 |
| Beer | 12 | +18 | +17 | 544 | +33 | 6,967 | 7 | +53 | + 3 | 116 | 39 | 32 | 44 |
| Wines and Liquors | 8 | + 1 | +21 | 1,399 | -14 | 14,499 | 8 | +75 | +14 | 2,419 | 173 | 100 | 183 |
| General Hardware | 10 | -11 | -19 | 4,052 | +25 | 108,540 | 9 | +32 | + 3 | 8,819 | 222 | 149 | 175 |
| Industrial Supplies | 10 | - 3 | + 8 | 912 | +16 | 11,311 | 7 | +14 | - 2 | 509 | 162 | 165 | 190 |
| Plumbing and Heating Supplies | 13 | + 5 | - 1 | 1,064 | +29 | 14,930 | 11 | +20 | + 9 | 1,379 | 146 | 131 | 153 |
| Jewelry | 49 | +14 | + 9 | 2,910 | -13 | 22,614 | 23 | - 5 | -15 | 2,753 | 135 | 161 | 166 |
| Lumber and Building Materials | 12 | +51 | -13 | 1,238 | +44 | 15,541 | 7 | +81 | +33 | 571 | 92 | 77 | 52 |
| Machinery, Eqpt., and Supplies, except Electrical | 12 | +10 | - 1 | 880 | +22 | 11,113 | 7 | +20 | - 4 | 869 | 161 | 175 | 187 |
| Surgical, Medical, Equipment Supplies | 9 | +16 | + 8 | 1,786 | +29 | 18,734 | 6 | + 1 | + 1 | 1,433 | 89 | 103 | 96 |
| Paper and Its Products | 18 | +16 | +10 | 3,672 | +13 | 51,298 | 7 | +17 | + 8 | 1,111 | 85 | 85 | 91 |
| Tobacco Products | 53 | + 6 | +14 | 7,576 | + 5 | 93,613 | 26 | + 7 | - 8 | 1,879 | 57 | 53 | 68 |
| Leather and Shoe Findings | 9 | - 5 | -25 | 105 | - 8 | 1,872 | d | d | d | d | d | d | d |
| West North Central | 303 | +14 | + 1 | 54,990 | +17 | 868,941 | 191 | +20 | + 1 | 53,247 | 159 | 153 | 152 |
| Drugs and Sundries (liquor excluded) | 18 | +13 | + 3 | 4,352 | + 7 | 36,546 | 6 | - 1 | - 3 | 1,897 | 204 | 240 | 208 |
| Electrical Group | 51 | +31 | +21 | 14,250 | +61 | 125,540 | 25 | +48 | + 3 | 5,094 | 89 | 92 | 103 |
| Fresh Fruits and Vegetables | 5 | + 2 | +15 | 436 | + 7 | 6,785 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 4 | +86 | -26 | 1,664 | +44 | 59,234 | d | d | d | d | d | d | d |
| Groceries | 66 | - 4 | - 8 | 8,199 | + 9 | 163,825 | 52 | + 2 | - 6 | 12,932 | 181 | 171 | 180 |
| Confectionery | 4 | + 7 | +15 | 309 | +11 | 4,353 | 4 | +33 | + 1 | 163 | 53 | 43 | 61 |
| Beer | 6 | - 2 | +16 | 109 | +56 | 3,016 | d | d | d | d | d | d | d |
| General Hardware | 17 | +10 | - 9 | 8,893 | +21 | 125,495 | 17 | +33 | + 1 | 16,672 | 187 | 154 | 170 |
| Industrial Supplies | 6 | +16 | + 5 | 487 | +25 | 7,403 | d | d | d | d | d | d | d |
| Plumbing and Heating Supplies | 11 | +13 | -16 | 1,248 | +37 | 16,759 | 7 | +74 | +42 | 1,167 | 195 | 121 | 90 |
| Jewelry | 15 | + 7 | + 8 | 1,578 | - 6 | 8,210 | 8 | -29 | -13 | 870 | 112 | 162 | 145 |
| Lumber and Building Materials | 4 | +38 | +15 | 173 | +58 | 10,593 | d | d | d | d | d | d | d |
| Paper and Its Products | 5 | +23 | - 3 | 273 | +17 | 3,342 | d | d | d | d | d | d | d |
| Tobacco Products | 35 | + 5 | +16 | 4,108 | + 5 | 42,713 | 19 | +15 | + 9 | 1,013 | 60 | 58 | 66 |
| Leather and Shoe Findings | 5 | -28 | -31 | 55 | -10 | 946 | d | d | d | d | d | d | d |

(Continued on next page)

7230s

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change | | December 1947 | Percent change from 12 mos. 1946 | Twelve Months 1947 | Number of firms reporting stocks | Percent change | | December 31 1947 | Dec. 1947 | Dec. 1946 | Nov. 1947 |
| | | Dec. 1947 vs Dec. 1946 | Dec. 1947 vs Nov. 1947 | (Add 000) | | (Add 000) | | Dec. 1947 vs Dec. 1946 | Dec. 1947 vs Nov. 1947 | (Add 000) | | | |
| South Atlantic | 383 | +14 | + 6 | $50,745 | +22 | $629,420 | 215 | +32 | + 5 | $34,409 | 130 | 115 | 124 |
| Automotive Supplies | 15 | +10 | - 2 | 804 | +11 | 12,837 | 8 | +27 | 0 | 648 | 167 | 141 | 163 |
| Paints and Varnishes | 4 | +24 | -33 | 222 | +22 | 3,385 | 4 | +59 | + 9 | 351 | 158 | 141 | 98 |
| Clothing and Furnishings, except Shoes | 4 | +16 | - 9 | 86 | -19 | 2,515 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 4 | -22 | -50 | 1,052 | + 7 | 23,499 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 29 | + 9 | - 2 | 4,842 | + 8 | 57,214 | 11 | +12 | - 4 | 5,348 | 204 | 199 | 213 |
| Dry Goods | 8 | +13 | -24 | 1,627 | + 5 | 24,041 | 5 | +38 | + 3 | 2,585 | 206 | 213 | 161 |
| Electrical Group | 84 | +55 | +31 | 17,538 | +71 | 161,328 | 48 | +47 | + 9 | 6,778 | 95 | 91 | 105 |
| Dairy and Poultry Products | 4 | + 9 | +16 | 346 | + 9 | 2,998 | d | d | d | d | d | d | d |
| Fresh Fruits and Vegetables | 11 | - 6 | +24 | 811 | - 4 | 7,969 | 6 | 0 | -41 | 78 | 17 | 16 | 36 |
| Furniture and House Furnishings | 4 | + 8 | + 6 | 568 | +25 | 5,989 | d | d | d | d | d | d | d |
| Groceries | 94 | + 8 | - 2 | 10,087 | +13 | 142,246 | 48 | + 6 | - 3 | 6,732 | 118 | 122 | 121 |
| Confectionery | 13 | - 1 | - 3 | 533 | +10 | 5,679 | 6 | +38 | -15 | 370 | 97 | 67 | 101 |
| Meats and Meat Products | 5 | + 2 | + 4 | 1,268 | +21 | 14,840 | 4 | +44 | + 8 | 544 | 43 | 30 | 41 |
| Beer | 5 | -15 | + 6 | 140 | -16 | 3,890 | d | d | d | d | d | d | d |
| General Hardware | 16 | +27 | 0 | 2,248 | +24 | 45,989 | 12 | +74 | +14 | 4,343 | 246 | 189 | 217 |
| Industrial Supplies | 8 | +52 | - 9 | 1,044 | +41 | 13,447 | 7 | +30 | - 3 | 1,550 | 147 | 173 | 139 |
| Jewelry | 7 | + 6 | +13 | 432 | -12 | 5,091 | d | d | d | d | d | d | d |
| Lumber and Building Materials | 7 | +21 | + 3 | 865 | +52 | 12,401 | d | d | d | d | d | d | d |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | + 5 | + 2 | 285 | +22 | 3,857 | d | d | d | d | d | d | d |
| Surgical, Medical, Eqpt. Supplies | 5 | 0 | -10 | 342 | + 7 | 1,868 | d | d | d | d | d | d | d |
| Paper and Its Products | 7 | +25 | + 7 | 713 | +24 | 8,907 | d | d | d | d | d | d | d |
| Tobacco Products | 20 | + 1 | + 9 | 2,306 | - 1 | 36,096 | 12 | - 2 | - 5 | 670 | 49 | 52 | 56 |
| East South Central | 159 | +20 | + 5 | 24,339 | +20 | 284,852 | 76 | +10 | + 9 | 13,786 | 133 | 140 | 118 |
| Automotive Supplies | 4 | + 1 | -11 | 135 | -18 | 1,607 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 17 | +11 | + 3 | 2,955 | + 5 | 35,918 | d | d | d | d | d | d | d |
| Dry Goods | 8 | +18 | -51 | 1,077 | -10 | 19,565 | 4 | -12 | +11 | 1,343 | 181 | 265 | 115 |
| Electrical Group | 26 | +56 | +35 | 6,544 | +68 | 55,255 | 10 | +65 | +20 | 1,634 | 105 | 92 | 85 |
| Fresh Fruits and Vegetables | 6 | +20 | +59 | 266 | + 4 | 2,611 | d | d | d | d | d | d | d |
| Groceries | 59 | + 7 | + 1 | 5,930 | + 9 | 55,891 | 24 | - 5 | - 2 | 4,171 | 151 | 170 | 153 |
| Confectionery | 7 | - 1 | + 9 | 553 | +10 | 5,925 | d | d | d | d | d | d | d |
| Beer | 5 | +28 | +26 | 88 | +46 | 1,162 | 5 | +35 | +24 | 97 | 110 | 104 | 111 |
| General Hardware | 12 | +21 | - 1 | 5,906 | +28 | 40,059 | 5 | +27 | +16 | 2,950 | 171 | 194 | 151 |
| Lumber and Building Materials | 4 | +12 | - 8 | 690 | +82 | 7,914 | d | d | d | d | d | d | d |
| Tobacco Products | 9 | + 2 | + 8 | 1,197 | + 1 | 10,682 | 4 | +15 | 0 | 277 | 54 | 46 | 56 |
| West South Central | 256 | +17 | + 1 | 46,150 | +20 | 555,945 | 138 | +18 | 0 | 39,647 | 149 | 149 | 155 |
| Automotive Supplies | 12 | - 1 | - 6 | 699 | 0 | 10,565 | 10 | +40 | + 6 | 1,329 | 198 | 142 | 177 |
| Drugs and Sundries (liquor excluded) | 19 | +17 | - 1 | 4,412 | + 7 | 57,038 | 8 | - 5 | - 7 | 3,501 | 217 | 250 | 230 |
| Electrical Group | 47 | +32 | + 9 | 10,379 | +69 | 98,923 | 17 | +42 | - 1 | 5,686 | 97 | 95 | 120 |
| Groceries | 81 | + 6 | - 7 | 11,552 | +11 | 164,092 | 55 | + 7 | 0 | 12,806 | 150 | 154 | 143 |
| General Hardware | 16 | + 9 | - 8 | 4,718 | +21 | 60,195 | 10 | +22 | + 5 | 6,152 | 226 | 198 | 169 |
| Industrial Supplies | 6 | +27 | - 2 | 3,542 | +32 | 55,658 | 4 | +30 | + 5 | 5,103 | 264 | 241 | 251 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | +29 | +13 | 1,392 | +31 | 18,666 | d | d | d | d | d | d | d |
| Surgical, Medical, Eqpt. Supplies | 4 | +11 | 0 | 214 | +11 | 1,653 | d | d | d | d | d | d | d |
| Paper and Its Products | 4 | + 1 | + 4 | 281 | +13 | 5,292 | d | d | d | d | d | d | d |
| Tobacco Products | 51 | + 3 | + 5 | 2,355 | +14 | 29,504 | 12 | +15 | + 8 | 523 | 56 | 52 | 54 |

(Continued on next page)

41300

## WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | SALES—CURRENT MONTH | | | | SALES—YEAR-TO-DATE [a] | | INVENTORY—END-OF-MONTH (At Cost) | | | | STOCK-SALES RATIOS [b] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Number of firms reporting sales [c] | Percent change: Dec. 1947 vs. Dec. 1946 | Percent change: Dec. 1947 vs. Nov. 1947 | December 1947 (Add 000) | Percent change from 12 mo. 1946 | Twelve Months 1947 (Add 000) | Number of firms reporting stocks | Percent change: Dec. 1947 vs. Dec. 1946 | Percent change: Dec. 1947 vs. Nov. 1947 | December 31, 1947 (Add 000) | Dec. 1947 | Dec. 1946 | Nov. 1947 |
| Mountain | 143 | +12 | + 5 | $19,327 | +25 | $236,071 | 90 | +19 | - 1 | $17,823 | 168 | 155 | 168 |
| Automotive Supplies | 9 | + 3 | - 4 | 635 | +16 | 9,094 | d | d | d | d | d | d | d |
| Drugs and Sundries (liquor excluded) | 11 | +16 | -10 | 1,700 | +13 | 21,713 | 4 | +21 | - 5 | 1,426 | 207 | 201 | 180 |
| Electrical Group | 25 | +27 | +25 | 5,368 | +75 | 44,648 | 10 | +82 | + 5 | 2,310 | 121 | 87 | 132 |
| Groceries | 31 | - 7 | - 8 | 3,647 | + 9 | 47,072 | 28 | + 5 | - 2 | 7,990 | 228 | 202 | 215 |
| General Hardware | 6 | - 3 | +14 | 1,513 | +27 | 22,715 | d | d | d | d | d | d | d |
| Jewelry | 4 | -18 | + 3 | 75 | -37 | 456 | d | d | d | d | d | d | d |
| Tobacco Products | 20 | + 7 | +10 | 1,232 | - 2 | 12,035 | 14 | +21 | - 9 | 437 | 65 | 55 | 74 |
| Pacific | 348 | + 9 | + 8 | 73,601 | +15 | 890,521 | 186 | +20 | + 1 | 57,080 | 155 | 133 | 159 |
| Automotive Supplies | 51 | -13 | -11 | 2,560 | + 4 | 37,396 | 27 | +13 | + 3 | 3,513 | 305 | 251 | 272 |
| Clothing and Furnishings, except Shoes | 4 | -12 | -16 | 103 | -12 | 1,994 | d | d | d | d | d | d | d |
| Shoes and Other Footwear | 7 | -20 | -30 | 227 | +26 | 4,545 | 5 | +51 | +34 | 697 | 369 | 216 | 179 |
| Drugs and Sundries (liquor excluded) | 16 | + 2 | + 4 | 5,703 | + 1 | 68,535 | d | d | d | d | d | d | d |
| Dry Goods | 9 | + 3 | -25 | 1,607 | +15 | 22,135 | d | d | d | d | d | d | d |
| Electrical Group | 58 | +37 | +34 | 21,380 | +58 | 173,474 | 35 | +55 | - 2 | 10,152 | 110 | 97 | 135 |
| Fresh Fruits and Vegetables | 6 | - 8 | +17 | 1,036 | + 5 | 17,435 | d | d | d | d | d | d | d |
| Furniture and House Furnishings | 8 | + 5 | -24 | 1,581 | +27 | 32,730 | 5 | + 9 | + 9 | 3,173 | 227 | 213 | 152 |
| Groceries | 39 | - 5 | + 1 | 13,302 | + 6 | 217,659 | 22 | + 5 | + 8 | 11,220 | 139 | 117 | 132 |
| Meats and Meat Products | 4 | +30 | +23 | 1,675 | +45 | 23,000 | 4 | +60 | + 7 | 549 | 33 | 27 | 38 |
| Beer | 4 | +36 | +33 | 243 | +10 | 2,618 | d | d | d | d | d | d | d |
| General Hardware | 15 | - 2 | - 9 | 7,480 | +16 | 94,929 | 11 | +23 | + 1 | 15,760 | 262 | 201 | 228 |
| Industrial Supplies | 7 | -12 | + 4 | 615 | - 1 | 15,383 | 5 | +14 | + 6 | 1,217 | 300 | 230 | 311 |
| Plumbing and Heating Supplies | 4 | +24 | + 9 | 1,136 | +41 | 12,641 | d | d | d | d | d | d | d |
| Jewelry | 36 | - 3 | + 6 | 2,412 | -11 | 17,127 | 18 | -20 | -14 | 2,325 | 126 | 145 | 174 |
| Lumber and Building Materials | 11 | +36 | - 7 | 1,444 | +44 | 19,322 | 8 | +47 | +30 | 777 | 121 | 91 | 90 |
| Machinery, Eqpt., and Supplies, except Electrical | 9 | -32 | + 6 | 627 | + 7 | 9,809 | 6 | +47 | - 2 | 1,223 | 333 | 171 | 365 |
| Metals | 4 | + 7 | - 3 | 670 | + 8 | 8,288 | d | d | d | d | d | d | d |
| Tobacco Products | 22 | +15 | +21 | 3,277 | 0 | 37,541 | 9 | +15 | - 7 | 496 | 44 | 40 | 55 |
| Leather and Shoe Findings | 6 | +18 | -18 | 205 | - 8 | 3,397 | d | d | d | d | d | d | d |

a Includes reports received too late for inclusion in previous monthly totals.
b Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales, (including any direct shipments and consignment business) for an identical group of firms.
c Number does not apply in all cases to the year-to-date figures.
d Insufficient data to show separately.

## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | Number of firms reporting | Collection Percentages ª | | | Accounts Receivable | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | As of |
| | | December 1947 | December 1946 | November 1947 | Dec. 1947 vs Dec. 1946 | Dec. 1947 vs Nov. 1947 | December 1, 1947 (Add 000) |
| New England | 127 | 112 | 121 | 105 | +15 | - 6 | $14,447 |
| Automotive Supplies | 5 | 73 | 76 | 63 | + 2 | - 7 | 195 |
| Shoes and Other Footwear | 4 | 114 | 112 | 89 | + 6 | -36 | 868 |
| Drugs and Sundries (liquor excluded) | 4 | 129 | 129 | 111 | + 6 | -12 | 522 |
| Dry Goods | 4 | 95 | 98 | 89 | - 2 | +12 | 227 |
| Electrical Group | 25 | 89 | 87 | 79 | +28 | -10 | 3,013 |
| Fresh Fruits and Vegetables | 7 | 204 | 191 | 229 | -12 | + 4 | 130 |
| Groceries | 18 | 118 | 124 | 105 | + 5 | - 3 | 3,402 |
| Industrial Supplies | 5 | 76 | 99 | 80 | +25 | - 3 | 573 |
| Plumbing and Heating Supplies | 4 | 93 | 91 | 85 | +38 | -13 | 233 |
| Paper and Its Products | 4 | 83 | 91 | 85 | +27 | +17 | 322 |
| Tobacco Products | 14 | 203 | 211 | 157 | + 7 | - 3 | 1,423 |
| Middle Atlantic | 438 | 126 | 132 | 112 | +10 | - 5 | 58,182 |
| Automotive Supplies | 14 | 78 | 84 | 76 | +11 | - 8 | 364 |
| Clothing and Furnishings, except Shoes | 8 | 101 | 117 | 96 | +38 | + 4 | 4,562 |
| Shoes and Other Footwear | 6 | 97 | 102 | 77 | +34 | -33 | 1,001 |
| Drugs and Sundries (liquor excluded) | 6 | 97 | 101 | 81 | - 1 | - 7 | 1,844 |
| Dry Goods | 21 | 92 | 96 | 86 | + 7 | - 2 | 3,550 |
| Electrical Group | 64 | 102 | 105 | 89 | +36 | 0 | 7,780 |
| Fresh Fruits and Vegetables | 13 | 179 | 178 | 171 | + 1 | -10 | 398 |
| Farm Supplies | 4 | 330 | 446 | 258 | +73 | -16 | 314 |
| Furniture and House Furnishings | 10 | 107 | 105 | 94 | +38 | - 1 | 1,659 |
| Groceries | 61 | 152 | 159 | 142 | + 1 | - 4 | 10,065 |
| Meats and Meat Products | 10 | 190 | 209 | 213 | + 2 | - 3 | 1,537 |
| Beer | 5 | 189 | 261 | 202 | +54 | - 3 | 111 |
| Wines and Liquors | 4 | 147 | 137 | 119 | -40 | -29 | 937 |
| General Hardware | 20 | 99 | 100 | 85 | + 3 | - 6 | 6,728 |
| Industrial Supplies | 18 | 107 | 92 | 90 | + 3 | - 6 | 1,807 |
| Plumbing and Heating Supplies | 13 | 92 | 90 | 85 | + 9 | -20 | 1,136 |
| Jewelry | 30 | 75 | 78 | 61 | + 6 | + 9 | 2,802 |
| Optical Goods | 5 | 89 | 87 | 78 | - 3 | -12 | 142 |
| Lumber and Building Materials | 10 | 103 | 110 | 99 | +22 | -14 | 2,013 |
| Machinery, Eqpt., and Supplies, except Electrical | 5 | 97 | 100 | 96 | + 7 | -10 | 583 |
| Surgical, Medical, Eqpt. Supplies | 6 | 65 | 63 | 63 | +17 | + 6 | 358 |
| Paper and Its Products | 15 | 109 | 107 | 97 | +20 | + 2 | 1,581 |
| Tobacco Products | 44 | 295 | 307 | 215 | + 5 | -14 | 3,790 |
| Leather and Shoe Findings | 5 | 52 | 73 | 68 | +12 | + 5 | 46 |
| East North Central | 392 | 123 | 127 | 110 | +23 | - 3 | 50,929 |
| Automotive Supplies | 40 | 104 | 111 | 106 | + 3 | - 6 | 1,759 |
| Paints and Varnishes | 7 | 81 | 102 | 83 | +34 | + 1 | 630 |
| Clothing and Furnishings, except Shoes | 4 | 93 | 89 | 83 | - 8 | -14 | 226 |
| Drugs and Sundries (liquor excluded) | 12 | 112 | 114 | 91 | +19 | - 8 | 2,207 |
| Dry Goods | 5 | 92 | 108 | 66 | +18 | - 9 | 745 |
| Electrical Group | 54 | 108 | 107 | 94 | +39 | + 2 | 9,758 |
| Dairy and Poultry Products | 4 | 198 | 268 | 163 | +43 | + 5 | 40 |
| Fresh Fruits and Vegetables | 8 | 255 | 209 | 259 | - 8 | +10 | 222 |
| Furniture and House Furnishings | 4 | 153 | 139 | 119 | +24 | -16 | 576 |
| Groceries | 60 | 204 | 208 | 181 | + 6 | - 8 | 5,065 |
| Confectionery | 5 | 169 | 220 | 140 | +45 | - 2 | 80 |
| Meats and Meat Products | 13 | 292 | 278 | 245 | +19 | - 4 | 2,934 |
| Wines and Liquors | 6 | 187 | 260 | 133 | +48 | -21 | 515 |
| General Hardware | 10 | 92 | 106 | 90 | +30 | - 4 | 5,378 |
| Industrial Supplies | 8 | 97 | 89 | 95 | - 1 | - 8 | 788 |
| Plumbing and Heating Supplies | 12 | 95 | 89 | 87 | +16 | -11 | 1,152 |
| Jewelry | 34 | 71 | 72 | 57 | + 5 | + 7 | 3,878 |
| Lumber and Building Materials | 12 | 112 | 110 | 98 | +57 | - 9 | 1,322 |
| Machinery, Eqpt., and Supplies, except Electrical | 7 | 89 | 78 | 83 | + 9 | -16 | 397 |
| Surgical, Medical, Eqpt. Supplies | 8 | 58 | 58 | 56 | +23 | + 4 | 2,782 |
| Paper and Its Products | 18 | 100 | 100 | 92 | + 8 | -11 | 3,662 |
| Tobacco Products | 30 | 199 | 191 | 172 | +12 | + 1 | 2,269 |
| Leather and Shoe Findings | 6 | 85 | 109 | 86 | +38 | - 7 | 105 |
| West North Central | 210 | 119 | 128 | 105 | +23 | - 3 | 36,435 |
| Drugs and Sundries (liquor excluded) | 8 | 121 | 123 | 105 | + 9 | - 7 | 1,443 |
| Electrical Group | 28 | 99 | 100 | 85 | +63 | - 1 | 5,856 |
| Furniture and House Furnishings | 4 | 102 | 117 | 94 | +78 | -10 | 2,399 |
| Groceries | 55 | 195 | 203 | 181 | + 3 | - 6 | 4,351 |
| Beer | 4 | 125 | 132 | 125 | - 4 | 0 | 24 |
| General Hardware | 17 | 120 | 127 | 102 | +13 | - 5 | 9,409 |
| Industrial Supplies | 6 | 103 | 85 | 98 | +26 | - 8 | 457 |
| Plumbing and Heating Supplies | 10 | 86 | 93 | 84 | +63 | + 3 | 1,224 |
| Jewelry | 13 | 77 | 80 | 63 | + 2 | +10 | 1,780 |
| Tobacco Products | 13 | 208 | 217 | 182 | +11 | + 3 | 535 |
| Leather and Shoe Findings | 4 | 62 | 84 | 70 | +10 | - 2 | 109 |

(Continued on next page)

47205

## WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS—BY GEOGRAPHIC DIVISIONS

DECEMBER 1947

| GEOGRAPHIC DIVISION AND KIND OF BUSINESS | Number of firms reporting | Collection Percentages [a] | | | Accounts Receivable | | |
|---|---|---|---|---|---|---|---|
| | | | | | Percent change | | As of |
| | | December 1947 | December 1946 | November 1947 | Dec. 1947 vs Dec. 1946 | Dec. 1947 vs Nov. 1947 | December 1, 1947 (Add 000) |
| South Atlantic | 272 | 115 | 119 | 103 | +21 | - 7 | $30,129 |
| Automotive Supplies | 9 | 85 | 92 | 83 | + 6 | + 2 | 506 |
| Paints and Varnishes | 4 | 74 | 78 | 76 | +46 | - 3 | 391 |
| Drugs and Sundries (liquor excluded) | 18 | 119 | 125 | 101 | +13 | - 9 | 2,690 |
| Dry Goods | 6 | 89 | 77 | 70 | - 4 | -11 | 2,857 |
| Electrical Group | 51 | 111 | 105 | 93 | +39 | - 4 | 6,651 |
| Dairy and Poultry Products | 4 | 200 | 190 | 167 | - 4 | + 9 | 94 |
| Fresh Fruits and Vegetables | 10 | 160 | 170 | 157 | + 9 | +17 | 330 |
| Groceries | 67 | 174 | 168 | 158 | + 5 | - 9 | 4,125 |
| Confectionery | 6 | 112 | 132 | 109 | +21 | +17 | 282 |
| Meats and Meat Products | 4 | 254 | 285 | 229 | + 8 | -14 | 451 |
| General Hardware | 16 | 98 | 104 | 93 | +36 | - 6 | 2,507 |
| Industrial Supplies | 7 | 112 | 100 | 93 | +29 | - 9 | 1,038 |
| Jewelry | 5 | 60 | 69 | 46 | + 7 | 0 | 425 |
| Lumber and Building Materials | 6 | 130 | 158 | 124 | +50 | -12 | 632 |
| Machinery, Eqpt., and Supplies, except Electrical | 4 | 95 | 90 | 70 | +21 | 0 | 204 |
| Surgical, Medical, Eqpt. Supplies | 5 | 74 | 69 | 79 | + 6 | - 3 | 495 |
| Paper and Its Products | 6 | 93 | 99 | 99 | +11 | - 2 | 572 |
| Tobacco Products | 13 | 181 | 189 | 180 | + 2 | 0 | 885 |
| East South Central | 105 | 111 | 120 | 99 | +23 | - 6 | 13,813 |
| Drugs and Sundries (liquor excluded) | 7 | 92 | 101 | 86 | +23 | - 2 | 684 |
| Dry Goods | 8 | 84 | 85 | 68 | 0 | - 3 | 2,284 |
| Electrical Group | 12 | 87 | 87 | 80 | +58 | - 2 | 2,184 |
| Groceries | 31 | 165 | 164 | 140 | + 4 | -16 | 2,106 |
| General Hardware | 8 | 103 | 115 | 90 | +46 | -10 | 2,301 |
| Lumber and Building Materials | 4 | 185 | 177 | 165 | + 4 | - 9 | 433 |
| Tobacco Products | 7 | 181 | 168 | 163 | -11 | - 9 | 443 |
| West South Central | 163 | 127 | 134 | 114 | +22 | - 4 | 23,178 |
| Automotive Supplies | 8 | 87 | 95 | 79 | +20 | + 2 | 654 |
| Drugs and Sundries (liquor excluded) | 11 | 94 | 103 | 92 | +10 | - 5 | 2,782 |
| Electrical Group | 18 | 103 | 90 | 90 | +29 | + 3 | 3,294 |
| Groceries | 60 | 208 | 215 | 178 | + 6 | -14 | 4,436 |
| General Hardware | 14 | 107 | 117 | 101 | +23 | - 2 | 3,605 |
| Industrial Supplies | 5 | 103 | 104 | 99 | +35 | 0 | 2,580 |
| Surgical, Medical, Eqpt. Supplies | 4 | 64 | 71 | 67 | +12 | + 8 | 329 |
| Paper and Its Products | 4 | 94 | 87 | 85 | + 7 | -13 | 310 |
| Tobacco Products | 16 | 164 | 165 | 142 | +14 | -10 | 439 |
| Mountain | 99 | 136 | 142 | 129 | +20 | - 4 | 8,019 |
| Automotive Supplies | 6 | 94 | 95 | 86 | +37 | - 7 | 566 |
| Drugs and Sundries (liquor excluded) | 4 | 149 | 188 | 133 | +43 | - 1 | 321 |
| Electrical Group | 10 | 111 | 102 | 99 | +62 | 0 | 1,289 |
| Groceries | 28 | 153 | 166 | 141 | + 6 | -13 | 2,360 |
| Tobacco Products | 18 | 144 | 163 | 133 | +20 | + 6 | 425 |
| Pacific | 250 | 106 | 110 | 95 | +16 | - 4 | 47,484 |
| Automotive Supplies | 31 | 79 | 84 | 78 | + 8 | - 6 | 1,658 |
| Shoes and Other Footwear | 7 | 89 | 154 | 91 | +87 | -18 | 409 |
| Drugs and Sundries (liquor excluded) | 5 | 122 | 124 | 100 | + 9 | -13 | 1,530 |
| Dry Goods | 7 | 112 | 121 | 86 | +12 | -20 | 1,669 |
| Electrical Group | 35 | 94 | 91 | 80 | +37 | - 2 | 8,898 |
| Fresh Fruits and Vegetables | 5 | 175 | 190 | 142 | - 5 | -15 | 479 |
| Furniture and House Furnishings | 8 | 97 | 101 | 70 | +12 | -18 | 2,229 |
| Groceries | 29 | 148 | 163 | 137 | +16 | - 4 | 8,011 |
| Meats and Meat Products | 4 | 289 | 354 | 232 | +58 | - 2 | 506 |
| General Hardware | 14 | 95 | 101 | 96 | +19 | + 2 | 8,773 |
| Industrial Supplies | 6 | 79 | 70 | 74 | +21 | - 7 | 700 |
| Plumbing and Heating Supplies | 4 | 81 | 81 | 77 | +31 | -14 | 1,186 |
| Jewelry | 28 | 57 | 60 | 50 | - 3 | + 7 | 3,561 |
| Lumber and Building Materials | 11 | 93 | 92 | 103 | +24 | + 5 | 1,535 |
| Machinery, Eqpt., and Supplies, except Electrical | 6 | 76 | 76 | 59 | -10 | -11 | 590 |
| Metals | 4 | 94 | 103 | 98 | +13 | +10 | 720 |
| Tobacco Products | 19 | 145 | 145 | 119 | +15 | - 3 | 1,763 |
| Leather and Shoe Findings | 4 | 68 | 72 | 70 | -11 | -12 | 339 |

(a) Collection Percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

States Comprising Geographic Divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE

REPORT*

**DEPARTMENT OF COMMERCE**
W. AVERELL HARRIMAN, *Secretary*

**BUREAU OF THE CENSUS**
J. C. CAPT, *Director*

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UNIVERSITY OF ILLINOIS

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## JANUARY 1948

For Release
March 10, 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,052 merchant wholesalers representing all parts of the country.

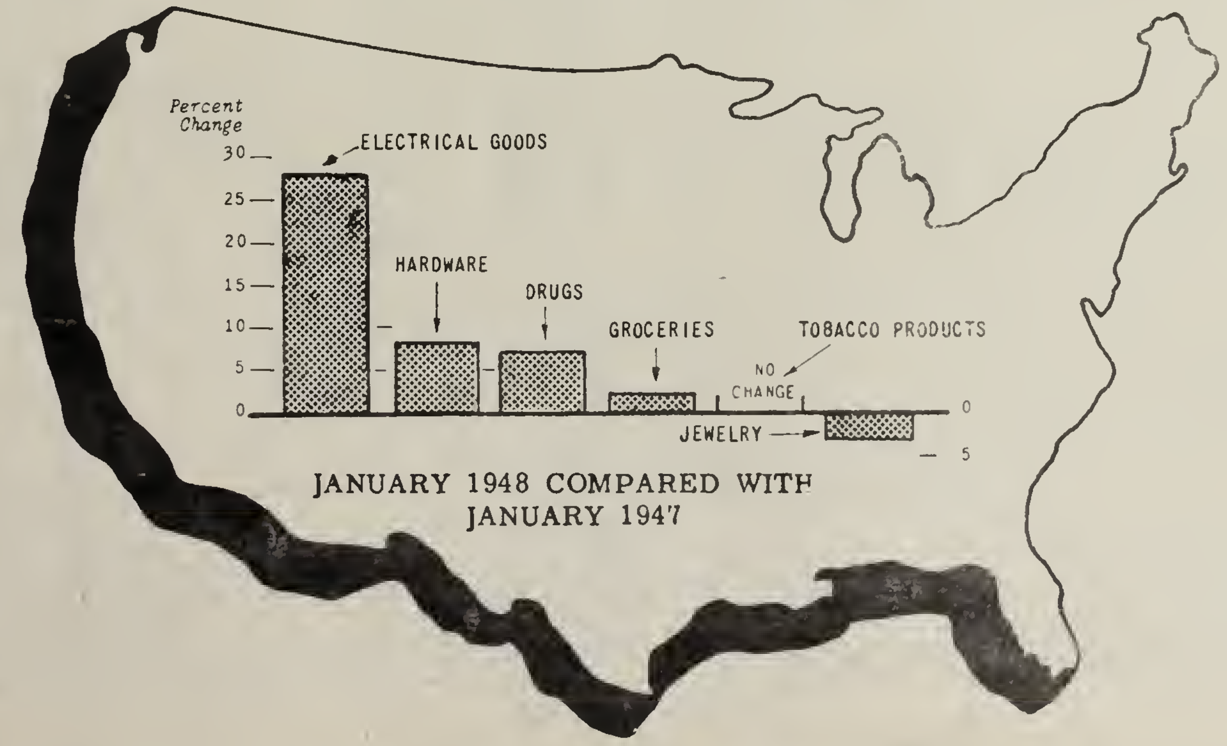
January sales of merchant wholesalers were up 9 percent over January 1947, the same percentage increase as shown for independent stores in the Monthly Retail Trade Report. The corresponding year-to-year increase for 1946-47 was 29 percent; for 1945-46, the increase was 18 percent. Wholesalers' sales were off seasonally from December by 8 percent, on the average.

Twenty-five of the 38 trades for which data are shown separately in Table 1, page 2, recorded increases of sales over January of last year and 11 reported declines in dollar volume, while two (voluntary group grocery wholesalers and tobacco distributors) showed no change. Trades reporting sales gains of more than 30 percent included meats and meat products, petroleum, full-line electrical goods, and coal. Twenty-one trades reported sales declines from December to January.

Inventories, valued at cost, for wholesalers in general, were up 17 percent over January of last year, and up 2 percent from the end of December. Most kinds of business reported little or no change in inventories during January (see Table 1). That receivables are on the increase is indicated by the fact that, for all kinds or business combined, they were up 22 percent from January 1, 1947 to January 1, 1948, whereas sales were up only 9 percent during the same interval (see Table 2, page 6).

Note: Attention is called to changes in the arrangement of the tabular data. Beginning with this issue, data on sales, inventories, credits, and collections, are presented for each kind of business by geographic division. These changes are in the interest of brevity, and convenience in analyzing information for any particular trade. It might be pointed out that for some kinds of business the totals include data from regions not shown separately.

TRENDS IN SALES – SIX TRADES



JANUARY 1948 COMPARED WITH
JANUARY 1947

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JANUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios [a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1948 panel | | Percent change | | January 1948 panel | | | | |
| | Jan. '48 vs Jan. '47 | Jan. '48 vs Dec. '47 | No. of firms reporting | Reported dollar sales (add 000) | Jan. '48 vs Jan. '47 | Jan. '48 vs Dec. '47 | No. of firms reporting | Reported dollar values (add 000) | Jan. 1948 | Jan. 1947 | Dec. 1947 |
| United States total | + 9 | - 8 | 3,052 | $471,649 | +17 | + 2 | 1,955 | $471,039 | 146 | 138 | 130 |
| New England | - 2 | -21 | 192 | 19,876 | +20 | 0 | 117 | 19,319 | 164 | 131 | 128 |
| Middle Atlantic | + 5 | -10 | 611 | 78,062 | +11 | + 4 | 359 | 63,286 | 138 | 133 | 114 |
| East North Central | +12 | -11 | 586 | 87,470 | +18 | + 1 | 383 | 83,799 | 131 | 127 | 114 |
| West North Central | +11 | - 3 | 297 | 59,479 | +14 | + 1 | 226 | 76,111 | 157 | 154 | 152 |
| South Atlantic | +10 | - 6 | 399 | 50,411 | +26 | + 4 | 264 | 50,793 | 136 | 122 | 119 |
| East South Central | +10 | - 3 | 169 | 24,335 | +19 | + 5 | 99 | 22,131 | 141 | 131 | 132 |
| West South Central | + 7 | - 2 | 261 | 46,668 | +17 | + 2 | 178 | 52,343 | 154 | 145 | 144 |
| Mountain | +11 | -12 | 138 | 16,053 | +24 | + 1 | 98 | 20,895 | 168 | 150 | 151 |
| Pacific | + 9 | -12 | 341 | 60,631 | +15 | + 1 | 224 | 76,463 | 176 | 167 | 146 |
| Automotive supplies: | - 8 | + 1 | 203 | 15,115 | +26 | + 1 | 118 | 10,718 | 256 | 180 | 230 |
| Middle Atlantic | - 5 | - 5 | 39 | 1,032 | +27 | - 2 | 30 | 1,699 | 252 | 193 | 235 |
| East North Central | -10 | -13 | 47 | 1,796 | +21 | + 3 | 35 | 3,072 | 213 | 162 | 178 |
| West North Central | - 8 | -10 | 18 | 1,586 | + 4 | - 1 | 11 | 1,525 | 261 | 231 | 265 |
| South Atlantic | + 8 | + 1 | 10 | 559 | + 9 | - 4 | 6 | 465 | 183 | 155 | 198 |
| West South Central | - 6 | +14 | 12 | 3,604 | +33 | + 2 | 10 | 1,439 | 280 | 186 | 212 |
| Mountain | 0 | -16 | 8 | 476 | b | b | b | b | b | b | b |
| Pacific | -18 | - 9 | 47 | 1,719 | +69 | + 6 | 23 | 1,998 | 404 | 182 | 397 |
| Electrical group, total: | +28 | -29 | 527 | 85,669 | +44 | + 5 | 415 | 104,889 | 141 | 131 | 95 |
| Full-line wholesalers: | +35 | -30 | 336 | 71,395 | +47 | + 6 | 291 | 90,694 | 143 | 137 | 95 |
| New England | + 2 | -39 | 31 | 4,072 | +87 | - 3 | 23 | 5,116 | 165 | 97 | 104 |
| Middle Atlantic | +27 | -30 | 51 | 10,722 | +53 | +13 | 40 | 11,583 | 151 | 140 | 91 |
| East North Central | +39 | -26 | 54 | 15,574 | +27 | + 5 | 52 | 19,453 | 128 | 141 | 91 |
| West North Central | +71 | -21 | 24 | 5,944 | +49 | - 1 | 24 | 7,074 | 119 | 136 | 95 |
| South Atlantic | +32 | -30 | 57 | 10,780 | +43 | +10 | 54 | 13,554 | 132 | 123 | 84 |
| East South Central | +37 | -32 | 21 | 3,889 | +73 | + 1 | 12 | 3,575 | 144 | 145 | 106 |
| West South Central | +54 | -25 | 41 | 6,844 | +49 | + 6 | 30 | 6,924 | 131 | 142 | 93 |
| Mountain | +46 | -33 | 16 | 2,712 | +81 | + 4 | 15 | 4,280 | 162 | 129 | 104 |
| Pacific | +31 | -37 | 41 | 10,858 | +48 | + 6 | 41 | 19,135 | 176 | 156 | 105 |
| Wiring supplies, construction materials distributors: | + 5 | - 7 | 115 | 6,242 | +24 | 0 | 70 | 5,137 | 113 | 96 | 105 |
| New England | -12 | -12 | 13 | 492 | 0 | - 4 | 4 | 143 | 129 | 104 | 120 |
| Middle Atlantic | -10 | -12 | 31 | 913 | +11 | + 3 | 16 | 915 | 146 | 111 | 124 |
| East North Central | - 1 | - 7 | 28 | 1,340 | +17 | - 6 | 20 | 1,491 | 137 | 118 | 131 |
| West North Central | +27 | - 5 | 5 | 350 | b | b | b | b | b | b | b |
| South Atlantic | +10 | - 7 | 15 | 1,794 | +51 | + 3 | 12 | 1,280 | 82 | 60 | 72 |
| East South Central | +18 | -19 | 4 | 147 | b | b | b | b | b | b | b |
| West South Central | +23 | +12 | 6 | 427 | +81 | -10 | 4 | 273 | 81 | 59 | 108 |
| Mountain | +32 | - 4 | 6 | 371 | b | b | b | b | b | b | b |
| Pacific | + 8 | - 4 | 7 | 408 | +12 | + 8 | 6 | 579 | 147 | 141 | 129 |
| Appliances and specialties wholesalers: | - 2 | -36 | 76 | 8,032 | +35 | + 7 | 54 | 9,058 | 142 | 108 | 89 |
| Middle Atlantic | -27 | -50 | 15 | 1,148 | +67 | + 9 | 6 | 842 | 138 | 62 | 71 |
| East North Central | +16 | -31 | 18 | 1,651 | +63 | + 5 | 11 | 1,222 | 116 | 89 | 82 |
| West North Central | +10 | -15 | 10 | 1,296 | -22 | - 2 | 8 | 1,575 | 130 | 161 | 112 |
| South Atlantic | 0 | -35 | 10 | 1,285 | +132 | +20 | 9 | 1,294 | 132 | 67 | 68 |
| West South Central | - 6 | -34 | 5 | 724 | b | b | b | b | b | b | b |
| Mountain | - 8 | -46 | 7 | 641 | +25 | +10 | 6 | 866 | 148 | 109 | 79 |
| Pacific | +19 | -38 | 4 | 573 | +93 | + 9 | 4 | 731 | 128 | 79 | 73 |
| Furniture and house furnishings: | + 5 | - 5 | 40 | 6,127 | +14 | - 6 | 23 | 8,282 | 114 | 112 | 156 |
| Middle Atlantic | + 8 | - 9 | 10 | 1,356 | +30 | +27 | 6 | 667 | 86 | 63 | 52 |
| East North Central | + 2 | + 6 | 4 | 810 | b | b | b | b | b | b | b |
| South Atlantic | +14 | -13 | 5 | 515 | b | b | b | b | b | b | b |
| West South Central | - 3 | -27 | 4 | 538 | b | b | b | b | b | b | b |
| Mountain | + 9 | -26 | 4 | 406 | b | b | b | b | b | b | b |
| Pacific | + 9 | + 3 | 8 | 1,634 | - 1 | 0 | 5 | 3,176 | 217 | 235 | 227 |
| Hardware: | + 8 | - 4 | 118 | 35,787 | +30 | +11 | 85 | 61,557 | 220 | 182 | 197 |
| Middle Atlantic | + 5 | -25 | 22 | 4,991 | +40 | + 3 | 15 | 6,881 | 204 | 166 | 173 |
| East North Central | + 1 | - 7 | 13 | 4,515 | +20 | + 6 | 10 | 7,129 | 176 | 148 | 151 |
| West North Central | + 7 | - 4 | 15 | 8,268 | +33 | +19 | 15 | 18,846 | 228 | 183 | 184 |
| South Atlantic | +14 | +19 | 18 | 2,827 | +61 | + 4 | 13 | 4,502 | 213 | 157 | 260 |
| East South Central | +21 | + 5 | 11 | 3,991 | +22 | 0 | 5 | 3,029 | 162 | 163 | 176 |
| West South Central | + 7 | +12 | 15 | 3,579 | +19 | + 8 | 10 | 6,106 | 213 | 191 | 228 |
| Pacific | + 6 | + 3 | 14 | 6,131 | +25 | +13 | 11 | 13,510 | 281 | 228 | 255 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JANUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios a | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1948 panel | | Percent change | | January 1948 panel | | | | |
| | Jan. '48 vs Jan. '47 | Jan. '48 vs Dec. '47 | No. of firms reporting | Reported dollar sales (add 000) | Jan. '48 vs Jan. '47 | Jan. '48 vs Dec. '47 | No. of firms reporting | Reported dollar values (add 000) | Jan. 1948 | Jan. 1947 | Dec. 1947 |
| Industrial supplies: | - 5 | - 4 | 68 | $8,886 | +18 | 0 | 44 | $13,300 | 230 | 191 | 212 |
| Middle Atlantic | -12 | +10 | 21 | 1,847 | +13 | - 2 | 14 | 2,131 | 162 | 139 | 165 |
| East North Central | 0 | - 1 | 10 | 914 | +31 | + 2 | 7 | 558 | 184 | 142 | 166 |
| West North Central | +18 | -18 | 7 | 499 | b | b | b | b | b | b | b |
| South Atlantic | +26 | +17 | 7 | 791 | +25 | +11 | 4 | 861 | 137 | 144 | 150 |
| West South Central | -11 | -14 | 6 | 3,030 | +22 | 0 | 5 | 6,157 | 276 | 211 | 237 |
| Pacific | -17 | - 3 | 8 | 660 | + 6 | - 1 | 5 | 1,352 | 299 | 219 | 291 |
| Jewelry: | - 3 | -58 | 158 | 3,371 | -14 | + 7 | 78 | 6,225 | 320 | 341 | 126 |
| New England | + 5 | -65 | 6 | 209 | b | b | b | b | b | b | b |
| Middle Atlantic | - 1 | -45 | 41 | 796 | - 4 | + 8 | 14 | 1,242 | 417 | 393 | 152 |
| East North Central | + 7 | -54 | 45 | 1,064 | -13 | + 3 | 22 | 1,981 | 262 | 297 | 125 |
| West North Central | + 1 | -65 | 18 | 565 | -24 | +14 | 13 | 1,402 | 361 | 512 | 117 |
| South Atlantic | -15 | -60 | 7 | 175 | b | b | b | b | b | b | b |
| Pacific | -20 | -63 | 31 | 492 | -14 | - 1 | 18 | 970 | 290 | 252 | 117 |
| Lumber and building materials: | +22 | - 5 | 55 | 7,686 | +61 | +10 | 28 | 3,951 | 120 | 92 | 98 |
| Middle Atlantic | - 5 | -19 | 15 | 1,785 | +46 | + 9 | 5 | 1,116 | 116 | 74 | 76 |
| East North Central | +11 | -16 | 10 | 800 | +88 | + 6 | 7 | 584 | 92 | 68 | 89 |
| West North Central | +46 | 0 | 5 | 1,063 | b | b | b | b | b | b | b |
| South Atlantic | +29 | - 6 | 7 | 950 | b | b | b | b | b | b | b |
| East South Central | +35 | +12 | 4 | 771 | b | b | b | b | b | b | b |
| Pacific | +30 | +12 | 11 | 1,732 | +72 | +10 | 9 | 1,636 | 144 | 121 | 133 |
| Machinery, equipment, supplies (except electrical): | +18 | + 5 | 40 | 4,262 | +32 | + 5 | 26 | 6,721 | 194 | 181 | 206 |
| Middle Atlantic | +11 | 0 | 5 | 605 | b | b | b | b | b | b | b |
| East North Central | - 7 | -10 | 13 | 858 | +12 | + 1 | 8 | 1,019 | 162 | 144 | 161 |
| South Atlantic | +16 | -19 | 4 | 140 | b | b | b | b | b | b | b |
| Pacific | -13 | + 7 | 7 | 521 | +27 | - 1 | 5 | 1,191 | 308 | 220 | 370 |
| Metals: | +17 | +13 | 18 | 3,788 | +30 | - 4 | 13 | 4,492 | 144 | 132 | 168 |
| Pacific | + 5 | - 4 | 4 | 727 | b | b | b | b | b | b | b |
| Optical goods: | - 9 | +13 | 9 | 198 | b | b | b | b | b | b | b |
| Middle Atlantic | -13 | +17 | 4 | 122 | b | b | b | b | b | b | b |
| Paints and varnishes: | + 8 | +37 | 56 | 5,264 | + 9 | -13 | 13 | 1,138 | 131 | 122 | 197 |
| Middle Atlantic | -28 | - 8 | 4 | 48 | b | b | b | b | b | b | b |
| East North Central | -10 | +21 | 7 | 550 | +14 | - 4 | 4 | 364 | 96 | 77 | 125 |
| South Atlantic | + 1 | +32 | 4 | 293 | +36 | + 2 | 4 | 356 | 122 | 90 | 157 |
| Plumbing and heating supplies: | + 6 | - 8 | 58 | 4,904 | +35 | + 5 | 30 | 3,401 | 150 | 127 | 151 |
| New England | +24 | - 3 | 5 | 223 | b | b | b | b | b | b | b |
| Middle Atlantic | + 4 | -11 | 16 | 968 | +16 | - 3 | 6 | 363 | 149 | 151 | 170 |
| East North Central | +13 | -12 | 14 | 1,023 | +28 | +13 | 11 | 1,496 | 193 | 169 | 144 |
| West North Central | + 7 | - 7 | 9 | 934 | +36 | +13 | 6 | 729 | 143 | 110 | 152 |
| Refrigeration equipment, parts (commercial): | -19 | - 3 | 26 | 662 | +31 | + 1 | 22 | 1,787 | 310 | 191 | 297 |
| East North Central | + 1 | -19 | 6 | 157 | +16 | + 1 | 6 | 412 | 262 | 228 | 210 |
| South Atlantic | -34 | - 3 | 8 | 131 | +25 | +12 | 8 | 488 | 373 | 198 | 324 |
| Pacific | -24 | +16 | 5 | 168 | +76 | - 5 | 4 | 539 | 333 | 142 | 415 |
| Surgical, medical, equipment, supplies: | + 7 | - 3 | 26 | 1,720 | +14 | - 1 | 19 | 1,824 | 138 | 129 | 139 |
| Middle Atlantic | + 3 | - 3 | 8 | 378 | +15 | + 1 | 6 | 411 | 189 | 162 | 184 |
| East North Central | + 7 | - 5 | 8 | 734 | 0 | - 3 | 6 | 709 | 117 | 126 | 112 |
| South Atlantic | +14 | -11 | 5 | 347 | b | b | b | b | b | b | b |
| Beer: | + 1 | -16 | 44 | 1,359 | +34 | +10 | 31 | 629 | 64 | 50 | 51 |
| Middle Atlantic | +14 | -12 | 10 | 296 | +96 | - 6 | 8 | 110 | 38 | 22 | 36 |
| East North Central | 0 | -22 | 11 | 414 | +23 | + 1 | 5 | 97 | 47 | 43 | 37 |
| West North Central | -12 | + 1 | 6 | 90 | +104 | -15 | 5 | 47 | 65 | 26 | 76 |
| South Atlantic | - 3 | - 4 | 5 | 258 | +26 | +14 | 4 | 149 | 72 | 55 | 64 |
| East South Central | + 3 | -23 | 5 | 70 | +59 | +43 | 5 | 132 | 189 | 122 | 101 |
| Pacific | +13 | -23 | 4 | 187 | b | b | b | b | b | b | b |
| Chemicals, industrial: | - 5 | + 8 | 11 | 1,179 | +36 | + 4 | 6 | 824 | 119 | 79 | 119 |

(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## JANUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios a | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1948 panel | | Percent change | | January 1948 panel | | | | |
| | Jan. '48 vs Jan. '47 | Jan. '48 vs Dec. '47 | No. of firms reporting | Reported dollar sales (add 000) | Jan. '48 vs Jan. '47 | Jan. '48 vs Dec. '47 | No. of firms reporting | Reported dollar values (add 000) | Jan. 1948 | Jan. 1947 | Dec. 1947 |
| Clothing and furnishings (except shoes): | - 5 | + 2 | 28 | $4,314 | +63 | +49 | 12 | $936 | 119 | 70 | 74 |
| Middle Atlantic | - 1 | + 4 | 8 | 3,570 | b | b | b | b | b | b | b |
| East North Central | -43 | -17 | 5 | 123 | b | b | b | b | b | b | b |
| South Atlantic | -11 | -15 | 5 | 171 | b | b | b | b | b | b | b |
| Pacific | -16 | -19 | 6 | 127 | b | b | b | b | b | b | b |
| Coal: | +35 | - 3 | 9 | 4,945 | b | b | b | b | b | b | b |
| Confectionery: | + 2 | -19 | 53 | 1,948 | +10 | + 8 | 22 | 1,064 | 96 | 87 | 76 |
| Middle Atlantic | + 6 | -23 | 7 | 317 | b | b | b | b | b | b | b |
| East North Central | + 4 | -26 | 9 | 321 | b | b | b | b | b | b | b |
| West North Central | + 7 | -17 | 4 | 259 | + 1 | -10 | 4 | 169 | 65 | 69 | 60 |
| South Atlantic | - 7 | -11 | 13 | 405 | +15 | +24 | 6 | 352 | 128 | 104 | 94 |
| East South Central | + 7 | -20 | 9 | 378 | b | b | b | b | b | b | b |
| West South Central | -15 | -18 | 4 | 130 | b | b | b | b | b | b | b |
| Dairy and poultry products: | +11 | -10 | 28 | 2,973 | +27 | -12 | 17 | 885 | 37 | 33 | 35 |
| Middle Atlantic | + 6 | -12 | 7 | 1,183 | +36 | - 3 | 4 | 488 | 46 | 36 | 40 |
| East North Central | + 3 | + 3 | 13 | 898 | +12 | + 5 | 8 | 122 | 25 | 22 | 21 |
| Drugs and sundries (liquor excluded): | + 7 | + 8 | 159 | 40,623 | + 6 | + 2 | 121 | 53,627 | 171 | 173 | 182 |
| New England | + 2 | + 4 | 12 | 2,341 | + 4 | + 1 | 10 | 3,080 | 166 | 157 | 170 |
| Middle Atlantic | + 1 | - 1 | 19 | 5,474 | + 3 | + 3 | 12 | 4,767 | 158 | 153 | 150 |
| East North Central | +11 | + 4 | 23 | 6,838 | + 9 | + 4 | 16 | 7,094 | 157 | 160 | 156 |
| West North Central | + 8 | + 7 | 17 | 4,796 | +12 | + 3 | 16 | 6,904 | 163 | 160 | 173 |
| South Atlantic | + 7 | +13 | 27 | 4,802 | +12 | + 5 | 18 | 5,911 | 198 | 185 | 210 |
| East South Central | + 5 | + 9 | 14 | 2,918 | +12 | + 2 | 11 | 4,295 | 177 | 163 | 188 |
| West South Central | +13 | +12 | 20 | 5,058 | + 9 | 0 | 15 | 7,657 | 188 | 197 | 210 |
| Mountain | +12 | +30 | 11 | 2,070 | +13 | + 2 | 9 | 3,279 | 163 | 164 | 208 |
| Pacific | + 7 | +11 | 16 | 6,326 | - 4 | 0 | 14 | 10,640 | 170 | 189 | 187 |
| Dry goods: | - 2 | + 7 | 134 | 27,574 | + 8 | + 7 | 96 | 36,430 | 175 | 154 | 165 |
| New England | -32 | -28 | 10 | 681 | +25 | - 1 | 10 | 1,298 | 191 | 104 | 137 |
| Middle Atlantic | + 2 | + 4 | 37 | 5,742 | - 4 | +12 | 23 | 6,056 | 203 | 194 | 173 |
| East North Central | - 7 | -10 | 12 | 2,132 | +43 | + 3 | 11 | 3,576 | 176 | 113 | 152 |
| West North Central | + 1 | - 2 | 8 | 8,641 | 0 | + 2 | 8 | 14,351 | 166 | 167 | 160 |
| South Atlantic | + 6 | +12 | 22 | 3,029 | +34 | +16 | 16 | 4,445 | 197 | 164 | 183 |
| East South Central | -13 | +26 | 14 | 2,167 | +14 | +17 | 9 | 2,412 | 152 | 115 | 159 |
| West South Central | -20 | +50 | 7 | 1,339 | -10 | + 2 | 6 | 1,557 | 138 | 119 | 117 |
| Mountain | -11 | +23 | 5 | 511 | +21 | +34 | 4 | 707 | 177 | 122 | 162 |
| Pacific | +12 | +53 | 10 | 2,276 | b | b | b | b | b | b | b |
| Farm supplies: | +26 | + 4 | 15 | 3,120 | +66 | + 5 | 8 | 1,602 | 113 | 85 | 120 |
| Fresh fruits and vegetables: | + 2 | -17 | 73 | 5,837 | +12 | - 8 | 46 | 1,266 | 31 | 29 | 28 |
| New England | 0 | - 8 | 8 | 308 | -12 | + 5 | 7 | 21 | 7 | 8 | 6 |
| Middle Atlantic | - 1 | -10 | 17 | 1,215 | + 3 | -12 | 11 | 71 | 13 | 13 | 13 |
| East North Central | - 1 | -26 | 15 | 739 | +19 | + 2 | 9 | 172 | 38 | 32 | 32 |
| West North Central | + 8 | -17 | 6 | 578 | +46 | + 1 | 4 | 253 | 61 | 45 | 49 |
| South Atlantic | + 2 | -10 | 12 | 798 | +30 | +28 | 6 | 105 | 22 | 18 | 16 |
| East South Central | +13 | + 5 | 5 | 341 | b | b | b | b | b | b | b |
| Pacific | + 8 | - 1 | 7 | 1,044 | + 4 | -10 | 5 | 491 | 51 | 52 | 55 |
| Groceries, total: | + 2 | + 3 | 559 | 88,792 | 0 | - 4 | 343 | 79,352 | 143 | 143 | 148 |
| Non-affiliated full-line wholesalers c: | - 1 | + 8 | 302 | 40,758 | - 1 | - 2 | 178 | 37,132 | 145 | 144 | 156 |
| New England | -20 | - 2 | 6 | 888 | b | b | b | b | b | b | b |
| Middle Atlantic | + 7 | -15 | 22 | 3,376 | + 4 | + 2 | 8 | 3,406 | 151 | 158 | 120 |
| East North Central | - 2 | - 4 | 35 | 4,492 | - 5 | - 7 | 23 | 5,245 | 197 | 205 | 193 |
| West North Central | - 8 | + 7 | 38 | 3,862 | + 1 | - 2 | 26 | 4,693 | 182 | 162 | 184 |
| South Atlantic | + 6 | +15 | 67 | 7,134 | + 1 | - 1 | 34 | 3,824 | 122 | 126 | 139 |
| East South Central | + 3 | + 9 | 35 | 3,755 | -11 | 0 | 23 | 3,622 | 130 | 149 | 143 |
| West South Central | 0 | +15 | 77 | 12,122 | +10 | 0 | 51 | 10,601 | 122 | 111 | 137 |
| Mountain | -10 | +20 | 10 | 1,369 | - 1 | + 2 | 7 | 1,927 | 184 | 166 | 215 |
| Pacific | - 4 | +14 | 12 | 3,760 | b | b | b | b | b | b | b |
| Voluntary-group wholesalers: | 0 | - 4 | 137 | 26,692 | - 3 | - 5 | 100 | 26,852 | 153 | 155 | 150 |
| New England | + 3 | -10 | 11 | 2,572 | +14 | + 3 | 5 | 1,197 | 144 | 148 | 128 |
| Middle Atlantic | + 1 | + 1 | 31 | 5,832 | - 9 | - 4 | 16 | 4,365 | 157 | 178 | 162 |
| East North Central | + 1 | - 6 | 42 | 9,315 | + 1 | - 5 | 33 | 9,975 | 151 | 152 | 151 |
| West North Central | - 9 | -19 | 21 | 2,358 | - 7 | - 8 | 19 | 3,868 | 175 | 169 | 154 |
| South Atlantic | + 7 | + 5 | 10 | 1,595 | + 1 | +11 | 6 | 1,129 | 149 | 145 | 127 |
| Mountain | -10 | - 1 | 12 | 1,515 | - 3 | - 5 | 12 | 2,407 | 159 | 148 | 166 |
| Pacific | 0 | 0 | 8 | 3,191 | 0 | - 8 | 7 | 3,457 | 135 | [illegible] | 138 |

(Continued on next page)

# TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JANUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios [a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1948 panel | | Percent change | | January 1948 panel | | | | |
| | Jan. '48 vs Jan. '47 | Jan. '48 vs Dec. '47 | No. of firms reporting | Reported dollar sales (add 000) | Jan. '48 vs Jan. '47 | Jan. '48 vs Dec. '47 | No. of firms reporting | Reported dollar values (add 000) | Jan. 1948 | Jan. 1947 | Dec. 1947 |
| Retailer-cooperative warehouses: | +13 | + 8 | 24 | $8,785 | +20 | + 2 | 16 | $7,107 | 136 | 130 | 143 |
| Middle Atlantic.................. | +21 | +23 | 7 | 2,101 | b | b | b | b | b | b | b |
| East North Central............... | +26 | +17 | 4 | 1,970 | +26 | + 2 | 4 | 2,646 | 134 | 135 | 155 |
| West North Central............... | + 9 | + 7 | 6 | 2,110 | +16 | - 1 | 4 | 2,069 | 195 | 190 | 206 |
| Specialty lines wholesalers: | + 8 | + 1 | 96 | 12,557 | - 2 | -10 | 49 | 8,261 | 114 | 116 | 121 |
| New England...................... | +15 | + 6 | 8 | 420 | - 1 | - 6 | 5 | 213 | 61 | 75 | 74 |
| Middle Atlantic.................. | + 1 | +13 | 23 | 4,133 | -15 | - 5 | 12 | 2,246 | 122 | 116 | 129 |
| East North Central............... | + 3 | - 7 | 12 | 584 | -11 | - 3 | 4 | 130 | 83 | 105 | 77 |
| South Atlantic................... | + 5 | - 6 | 24 | 1,878 | +12 | - 3 | 11 | 1,851 | 119 | 113 | 114 |
| East South Central............... | 0 | + 6 | 4 | 207 | b | b | b | b | b | b | b |
| West South Central............... | -13 | - 7 | 5 | 321 | b | b | b | b | b | b | b |
| Pacific.......................... | +18 | - 4 | 16 | 4,693 | + 3 | -18 | 11 | 3,304 | 116 | 125 | 127 |
| Leather and shoe findings: | -10 | + 3 | 32 | 483 | +11 | + 3 | 14 | 1,024 | 356 | 327 | 406 |
| Middle Atlantic.................. | -23 | -33 | 8 | 36 | b | b | b | b | b | b | b |
| East North Central............... | - 6 | -18 | 7 | 75 | b | b | b | b | b | b | b |
| West North Central............... | - 2 | +16 | 5 | 64 | b | b | b | b | b | b | b |
| Pacific.......................... | -16 | + 8 | 6 | 222 | b | b | b | b | b | b | b |
| Meats and meat products: | +31 | + 9 | 47 | 25,168 | +44 | +12 | 39 | 12,945 | 64 | 59 | 62 |
| Middle Atlantic.................. | +39 | +35 | 10 | 4,653 | +46 | + 4 | 10 | 2,245 | 48 | 46 | 62 |
| East North Central............... | +42 | + 6 | 14 | 9,464 | +50 | +21 | 12 | 5,772 | 64 | 61 | 56 |
| South Atlantic................... | +12 | + 5 | 5 | 1,334 | +43 | + 9 | 4 | 591 | 44 | 35 | 43 |
| East South Central............... | +13 | - 3 | 4 | 1,331 | b | b | b | b | b | b | b |
| Pacific.......................... | +33 | +24 | 5 | 3,523 | +43 | +20 | 4 | 657 | 38 | 33 | 33 |
| Paper and its products: | + 1 | + 1 | 61 | 8,059 | +37 | + 6 | 31 | 4,777 | 127 | 91 | 111 |
| Middle Atlantic.................. | -10 | +19 | 20 | 1,928 | +62 | + 3 | 13 | 1,253 | 100 | 54 | 95 |
| East North Central............... | + 3 | - 2 | 19 | 4,040 | +21 | +13 | 8 | 1,317 | 103 | 83 | 82 |
| West North Central............... | +11 | + 9 | 5 | 297 | b | b | b | b | b | b | b |
| South Atlantic................... | + 5 | + 1 | 6 | 641 | b | b | b | b | b | b | b |
| Petroleum: | +33 | - 5 | 26 | 1,097 | +20 | + 2 | 24 | 572 | 57 | 66 | 53 |
| Shoes and other footwear: | +12 | + 3 | 29 | 26,296 | +48 | + 5 | 20 | 10,211 | 76 | 57 | 101 |
| Tobacco products: | 0 | -18 | 258 | 25,838 | + 9 | + 1 | 133 | 7,987 | 63 | 57 | 51 |
| East North Central............... | + 6 | -19 | 56 | 6,420 | +14 | - 7 | 23 | 1,769 | 66 | 60 | 58 |
| West North Central............... | - 7 | -19 | 36 | 2,923 | +10 | +15 | 22 | 1,189 | 82 | 77 | 56 |
| South Atlantic................... | - 1 | -10 | 18 | 1,869 | + 3 | + 5 | 12 | 808 | 52 | 50 | 44 |
| East South Central............... | - 6 | - 2 | 10 | 768 | + 4 | -10 | 4 | 244 | 45 | 41 | 53 |
| West South Central............... | - 5 | - 7 | 22 | 1,870 | + 1 | - 8 | 12 | 661 | 51 | 46 | 52 |
| Mountain......................... | - 3 | -17 | 20 | 1,100 | + 7 | +15 | 14 | 440 | 74 | 69 | 59 |
| Pacific.......................... | - 4 | -24 | 28 | 2,622 | + 9 | - 4 | 14 | 825 | 77 | 67 | 62 |
| Wines and liquors: | + 7 | -30 | 72 | 12,378 | -17 | -17 | 65 | 24,719 | 206 | 262 | 173 |
| Middle Atlantic.................. | 0 | -31 | 9 | 1,762 | -37 | - 4 | 8 | 4,058 | 245 | 384 | 176 |
| East North Central............... | +39 | -31 | 14 | 1,793 | +14 | -29 | 12 | 3,383 | 218 | 250 | 218 |
| West North Central............... | +73 | -24 | 5 | 947 | - 2 | -15 | 4 | 1,858 | 201 | 349 | 179 |
| South Atlantic................... | -15 | -30 | 8 | 1,629 | -14 | -19 | 7 | 3,593 | 221 | 219 | 190 |
| West South Central............... | + 2 | -33 | 12 | 1,606 | -29 | -17 | 11 | 2,874 | 181 | 261 | 146 |
| Mountain......................... | +44 | + 5 | 7 | 952 | +14 | -26 | 6 | 1,715 | 181 | 228 | 256 |
| Pacific.......................... | 0 | -38 | 10 | 2,283 | -19 | -19 | 10 | 4,969 | 218 | 269 | 167 |
| Miscellaneous: | + 1 | - 6 | 12 | 2,463 | + 8 | - 2 | 6 | 1,174 | 166 | 155 | 165 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales including any direct shipments and consignment business for an identical group of firms.
b Insufficient data to show separately.
c Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wisc.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N. C., S. C., Va., W. Va. )
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

### JANUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | January 1948 panel | |
|---|---|---|---|---|---|---|---|
| | January 1948 | January 1947 | December 1947 | Jan. 1948 vs Jan. 1947 | Jan. 1948 vs Dec. 1947 | No. of firms reporting | Accounts receivable as of January 1, 1948 (add 000) |
| United States total | 108 | 114 | 116 | +22 | - 6 | 2,301 | $328,851 |
| New England | 95 | 106 | 109 | +22 | + 1 | 155 | 18,604 |
| Middle Atlantic | 110 | 118 | 117 | +15 | - 5 | 493 | 60,533 |
| East North Central | 118 | 124 | 127 | +28 | - 3 | 450 | 58,787 |
| West North Central | 106 | 107 | 114 | +11 | -16 | 222 | 44,137 |
| South Atlantic | 102 | 110 | 107 | +31 | - 7 | 299 | 37,627 |
| East South Central | 112 | 121 | 116 | +37 | -10 | 121 | 14,832 |
| West South Central | 114 | 123 | 122 | +26 | - 7 | 185 | 27,135 |
| Mountain | 121 | 129 | 126 | +24 | - 7 | 101 | 8,574 |
| Pacific | 103 | 107 | 111 | +21 | - 1 | 266 | 50,753 |
| Automotive supplies: | 87 | 94 | 91 | + 1 | -12 | 147 | 6,816 |
| Middle Atlantic | 76 | 83 | 75 | + 8 | - 9 | 36 | 951 |
| East North Central | 98 | 103 | 103 | - 5 | - 9 | 44 | 1,762 |
| West North Central | 85 | 89 | 90 | + 2 | -14 | 15 | 1,795 |
| South Atlantic | 91 | 102 | 89 | +21 | -13 | 6 | 247 |
| West South Central | 81 | 101 | 92 | + 9 | - 9 | 7 | 571 |
| Mountain | 94 | 102 | 100 | +11 | -11 | 5 | 405 |
| Pacific | 82 | 85 | 82 | - 4 | -16 | 27 | 709 |
| Electrical group, total: | 87 | 87 | 102 | +54 | + 8 | 465 | 105,028 |
| Full-line wholesalers: | 85 | 82 | 101 | +61 | +12 | 309 | 91,931 |
| New England | 82 | 87 | 92 | +51 | +19 | 31 | 7,134 |
| Middle Atlantic | 85 | 90 | 100 | +48 | +10 | 51 | 15,606 |
| East North Central | 88 | 87 | 106 | +74 | +14 | 52 | 16,331 |
| West North Central | 84 | 73 | 96 | +62 | + 4 | 24 | 7,789 |
| South Atlantic | 79 | 77 | 96 | +57 | +11 | 56 | 15,701 |
| East South Central | 93 | 93 | 116 | +123 | +12 | 14 | 3,520 |
| West South Central | 85 | 74 | 99 | +64 | + 6 | 29 | 6,697 |
| Mountain | 89 | 75 | 106 | +60 | + 9 | 12 | 2,562 |
| Pacific | 86 | 80 | 105 | +58 | +16 | 40 | 16,591 |
| Wiring supplies, construction materials distributors: | 90 | 96 | 92 | + 9 | -14 | 93 | 5,606 |
| New England | 89 | 89 | 93 | + 6 | 0 | 10 | 491 |
| Middle Atlantic | 90 | 102 | 92 | +15 | - 3 | 24 | 974 |
| East North Central | 93 | 96 | 86 | +16 | - 9 | 20 | 1,202 |
| West North Central | 87 | 86 | 90 | +38 | + 1 | 4 | 285 |
| South Atlantic | 102 | 110 | 105 | -16 | -38 | 13 | 1,148 |
| East South Central | 89 | 80 | 72 | +31 | -13 | 4 | 179 |
| West South Central | 89 | 82 | 80 | +22 | - 1 | 5 | 393 |
| Mountain | 81 | 83 | 79 | +24 | - 2 | 6 | 436 |
| Pacific | 70 | 79 | 80 | +16 | + 2 | 7 | 498 |
| Appliances and specialties wholesalers: | 110 | 122 | 120 | +34 | -11 | 63 | 7,491 |
| New England | 101 | 154 | 158 | +33 | -18 | 4 | 177 |
| Middle Atlantic | 109 | 137 | 135 | +47 | - 1 | 11 | 1,389 |
| East North Central | 105 | 126 | 131 | +40 | - 2 | 16 | 1,511 |
| West North Central | 115 | 110 | 107 | + 1 | -28 | 9 | 1,017 |
| South Atlantic | 160 | 144 | 141 | +30 | -22 | 9 | 824 |
| West South Central | 86 | 109 | 90 | +46 | + 3 | 5 | 1,202 |
| Pacific | 93 | 97 | 107 | +45 | -14 | 4 | 828 |
| Furniture and house furnishings: | 101 | 118 | 103 | +42 | -15 | 32 | 6,717 |
| Middle Atlantic | 104 | 112 | 115 | +40 | -10 | 8 | 1,152 |
| West South Central | 83 | 74 | 90 | +31 | - 9 | 4 | 733 |
| Pacific | 74 | 96 | 97 | +36 | - 3 | 8 | 2,172 |
| Hardware: | 94 | 101 | 108 | +14 | -13 | 106 | 32,087 |
| Middle Atlantic | 88 | 88 | 102 | + 3 | - 7 | 18 | 5,936 |
| East North Central | 104 | 114 | 123 | +19 | - 7 | 13 | 4,342 |
| West North Central | 103 | 115 | 120 | +17 | -26 | 15 | 6,821 |
| South Atlantic | 90 | 98 | 97 | +24 | - 7 | 17 | 2,251 |
| East South Central | 91 | 91 | 105 | +27 | + 3 | 7 | 2,276 |
| West South Central | 102 | 107 | 108 | +20 | -17 | 14 | 2,828 |
| Pacific | 87 | 92 | 97 | +10 | -10 | 14 | 6,679 |
| Industrial supplies: | 89 | 93 | 98 | + 7 | - 4 | 60 | 8,103 |
| Middle Atlantic | 94 | 88 | 104 | - 4 | - 2 | 18 | 1,628 |
| East North Central | 93 | 89 | 96 | -14 | - 5 | 9 | 860 |
| West North Central | 87 | 91 | 102 | +11 | - 7 | 7 | 549 |
| South Atlantic | 86 | 93 | 114 | +53 | +15 | 5 | 719 |
| West South Central | 96 | 107 | 103 | +15 | - 9 | 5 | 2,344 |
| Pacific | 80 | 73 | 79 | -23 | - 6 | 7 | 726 |

(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION JANUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages[a] | | | Accounts receivable percent change | | January 1948 panel | |
|---|---|---|---|---|---|---|---|
| | January 1948 | January 1947 | December 1947 | Jan. 1948 vs Jan. 1947 | Jan. 1948 vs Dec. 1947 | No. of firms reporting | Accounts receivable as of January 1, 1948 (add 000) |
| Jewelry: | 80 | 67 | 71 | + 6 | -17 | 116 | $7,914 |
| Middle Atlantic | 80 | 66 | 75 | - 5 | -25 | 30 | 1,406 |
| East North Central | 84 | 93 | 74 | +16 | -16 | 33 | 2,556 |
| West North Central | 65 | 66 | 77 | 0 | -10 | 15 | 1,568 |
| Pacific | 71 | 80 | 62 | + 5 | -18 | 25 | 1,657 |
| Lumber and building materials: | 115 | 113 | 109 | +31 | -11 | 49 | 6,834 |
| Middle Atlantic | 98 | 111 | 101 | +32 | - 6 | 13 | 2,027 |
| East North Central | 125 | 112 | 96 | +13 | -34 | 10 | 715 |
| South Atlantic | 143 | 139 | 132 | +53 | + 5 | 6 | 730 |
| East South Central | 204 | 143 | 186 | - 5 | -24 | 4 | 327 |
| Pacific | 106 | 103 | 95 | +25 | - 1 | 11 | 1,581 |
| Machinery, equipment, supplies (except electrical): | 85 | 63 | 91 | + 9 | -10 | 29 | 3,702 |
| Middle Atlantic | 96 | 97 | 99 | + 3 | 0 | 4 | 548 |
| East North Central | 97 | 62 | 128 | -10 | - 7 | 9 | 586 |
| Pacific | 69 | 84 | 77 | -13 | - 1 | 5 | 525 |
| Metals: | 116 | 116 | 115 | +15 | - 6 | 18 | 2,924 |
| Optical goods: | 87 | 90 | 89 | - 8 | -16 | 9 | 212 |
| Paints and varnishes: | 79 | 96 | 76 | +31 | -14 | 22 | 1,275 |
| East North Central | 64 | 105 | 81 | +36 | -11 | 7 | 560 |
| South Atlantic | 75 | 69 | 73 | +51 | -21 | 4 | 312 |
| Plumbing and heating supplies: | 66 | 90 | 91 | +31 | - 6 | 52 | 5,202 |
| New England | 61 | 61 | 93 | +34 | - 2 | 4 | 226 |
| Middle Atlantic | 78 | 86 | 66 | +24 | - 6 | 14 | 1,170 |
| East North Central | 62 | 102 | 91 | +36 | - 5 | 13 | 1,341 |
| West North Central | 95 | 97 | 94 | +33 | -15 | 7 | 523 |
| Refrigeration equipment, parts (commercial): | 85 | 88 | 96 | - 9 | - 4 | 24 | 681 |
| East North Central | 64 | 83 | 91 | + 6 | + 8 | 6 | 193 |
| South Atlantic | 88 | 82 | 107 | -24 | -10 | 8 | 152 |
| Pacific | 71 | 76 | 73 | -12 | 0 | 5 | 210 |
| Surgical, medical, equipment, supplies: | 64 | 68 | 65 | +15 | - 2 | 25 | 2,415 |
| Middle Atlantic | 55 | 62 | 58 | +17 | + 3 | 6 | 641 |
| East North Central | 65 | 68 | 62 | +16 | - 3 | 8 | 1,011 |
| South Atlantic | 63 | 61 | 75 | + 9 | - 3 | 5 | 468 |
| Beer: | 214 | 246 | 221 | +26 | - 1 | 14 | 244 |
| Chemicals, industrial: | 91 | 101 | 96 | + 5 | + 3 | 10 | 999 |
| Clothing and furnishings (except shoes): | 107 | 120 | 101 | +14 | -23 | 25 | 4,076 |
| Middle Atlantic | 107 | 119 | 101 | +19 | -22 | 7 | 3,384 |
| East North Central | 63 | 96 | 64 | + 6 | -31 | 4 | 183 |
| South Atlantic | 71 | 67 | 76 | +12 | -35 | 4 | 177 |
| Pacific | 72 | 79 | 80 | -26 | -20 | 6 | 198 |
| Coal: | 92 | 93 | 96 | +64 | + 1 | 9 | 5,501 |
| Confectionery: | 126 | 141 | 133 | +13 | -19 | 24 | 661 |
| East North Central | 149 | 151 | 148 | +16 | -31 | 7 | 86 |
| South Atlantic | 104 | 123 | 99 | + 3 | -21 | 5 | 205 |
| Dairy and pountry products: | 190 | 209 | 195 | +24 | + 2 | 20 | 1,125 |
| Middle Atlantic | 197 | 222 | 193 | + 5 | - 9 | 6 | 482 |
| East North Central | 183 | 220 | 239 | +15 | + 4 | 7 | 161 |
| Drugs and sundries (liquor excluded): | 108 | 109 | 111 | +12 | - 6 | 61 | 12,717 |
| New England | 105 | 120 | 115 | +17 | - 3 | 8 | 1,012 |
| Middle Atlantic | 104 | 109 | 105 | - 1 | - 4 | 8 | 1,377 |
| East North Central | 99 | 95 | 111 | +13 | - 2 | 10 | 2,145 |
| West North Central | 115 | 120 | 127 | + 7 | - 6 | 8 | 1,446 |
| South Atlantic | 117 | 123 | 115 | +16 | -12 | 14 | 1,616 |
| East South Central | 95 | 108 | 93 | +38 | - 9 | 6 | 520 |
| West South Central | 96 | 101 | 99 | +12 | - 6 | 12 | 2,962 |
| Mountain | 168 | 237 | 148 | +62 | -17 | 5 | 273 |
| Pacific | 123 | 94 | 120 | + 6 | -13 | 5 | 1,346 |
| Dry goods: | 79 | 84 | 91 | - 2 | -25 | 113 | 27,910 |
| New England | 95 | 106 | 99 | - 5 | -32 | 9 | 890 |
| Middle Atlantic | 67 | 91 | 98 | - 6 | -28 | 33 | 3,586 |
| East North Central | 67 | 104 | 93 | +20 | -25 | 12 | 2,496 |
| West North Central | 65 | 65 | 88 | -15 | -21 | 7 | 10,927 |
| South Atlantic | 66 | 95 | 86 | +13 | -34 | 16 | 3,003 |
| East South Central | 93 | 112 | 66 | +21 | -32 | 14 | 2,193 |
| West South Central | 76 | 110 | 69 | +20 | -24 | 7 | 1,371 |
| Mountain | 107 | 110 | 112 | + 7 | -22 | 5 | 467 |
| Pacific | 111 | 105 | 108 | + 2 | - 7 | 8 | 1,527 |
| Farm supplies: | 233 | 262 | 232 | +29 | - 5 | 10 | 892 |
| Fresh fruits and vegetables: | 169 | 192 | 192 | +21 | + 7 | 55 | 2,271 |
| New England | 153 | 199 | 191 | +19 | + 5 | 6 | 159 |
| Middle Atlantic | 165 | 162 | 177 | 0 | -10 | 13 | 370 |
| East North Central | 121 | 216 | 265 | +76 | +63 | 9 | 409 |
| West North Central | 247 | 259 | 273 | +12 | -14 | 5 | 161 |
| South Atlantic | 155 | 162 | 145 | +27 | +11 | 10 | 426 |
| Pacific | 176 | 169 | 173 | +22 | + 5 | 5 | 501 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION JANUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | January 1948 panel | |
|---|---|---|---|---|---|---|---|
| | January 1948 | January 1947 | December 1947 | Jan. 1948 vs Jan. 1947 | Jan. 1948 vs Dec. 1947 | No. of firms report-ing | Accounts receivable as of January 1, 1948 (add 000) |
| Groceries, total: | 170 | 182 | 174 | + 4 | - 9 | 419 | $37,535 |
| Non-affiliated full-line wholesalers: [b] | 174 | 187 | 179 | + 2 | - 8 | 227 | 16,744 |
| New England | 105 | 115 | 119 | - 5 | 0 | 4 | 660 |
| Middle Atlantic | 150 | 175 | 186 | + 2 | + 1 | 16 | 1,967 |
| East North Central | 184 | 184 | 181 | - 8 | -11 | 30 | 2,097 |
| West North Central | 215 | 250 | 203 | + 2 | -26 | 28 | 1,247 |
| South Atlantic | 175 | 196 | 179 | +15 | - 2 | 51 | 2,563 |
| East South Central | 172 | 176 | 165 | + 9 | -10 | 28 | 1,671 |
| West South Central | 203 | 213 | 205 | + 5 | - 9 | 54 | 3,849 |
| Mountain | 161 | 165 | 146 | - 9 | -16 | 9 | 673 |
| Pacific | 132 | 149 | 137 | - 2 | 0 | 7 | 2,017 |
| Voluntary-group wholesalers: | 178 | 186 | 180 | 0 | - 9 | 105 | 10,596 |
| New England | 115 | 113 | 117 | + 1 | -12 | 9 | 2,171 |
| Middle Atlantic | 160 | 177 | 162 | + 3 | - 9 | 24 | 2,766 |
| East North Central | 241 | 261 | 255 | 0 | -11 | 26 | 1,545 |
| West North Central | 227 | 231 | 226 | - 6 | -14 | 18 | 972 |
| South Atlantic | 223 | 242 | 220 | +17 | - 9 | 7 | 494 |
| Mountain | 199 | 192 | 192 | - 8 | - 6 | 11 | 726 |
| Pacific | 177 | 178 | 181 | - 3 | 0 | 8 | 1,796 |
| Retailer-cooperative warehouses: | 271 | 282 | 262 | +16 | -15 | 18 | 2,551 |
| Middle Atlantic | 247 | 235 | 212 | + 6 | - 5 | 6 | 773 |
| West North Central | 309 | 251 | 469 | -11 | +15 | 5 | 531 |
| Specialty lines wholesalers: | 119 | 134 | 123 | +12 | - 7 | 69 | 7,644 |
| New England | 177 | 208 | 167 | +32 | - 3 | 5 | 133 |
| Middle Atlantic | 123 | 134 | 118 | - 4 | - 6 | 19 | 2,523 |
| East North Central | 168 | 208 | 173 | +29 | - 4 | 9 | 325 |
| South Atlantic | 135 | 150 | 156 | +32 | +10 | 14 | 988 |
| West South Central | 113 | 139 | 128 | +18 | - 2 | 4 | 133 |
| Pacific | 104 | 120 | 114 | +18 | -12 | 11 | 3,213 |
| Leather and shoe findings: | 62 | 75 | 71 | + 6 | - 6 | 20 | 618 |
| Middle Atlantic | 61 | 46 | 50 | +19 | - 9 | 4 | 31 |
| East North Central | 63 | 90 | 85 | +29 | - 1 | 4 | 81 |
| West North Central | 64 | 69 | 65 | + 9 | -10 | 4 | 94 |
| Pacific | 59 | 77 | 68 | + 2 | - 8 | 4 | 311 |
| Meats and meat products: | 293 | 286 | 252 | +31 | - 4 | 44 | 8,132 |
| Middle Atlantic | 240 | 204 | 190 | +18 | +12 | 10 | 1,725 |
| East North Central | 326 | 328 | 292 | +51 | - 4 | 13 | 2,805 |
| South Atlantic | 274 | 263 | 254 | +12 | +12 | 4 | 503 |
| East South Central | 244 | 240 | 237 | + 6 | -17 | 4 | 500 |
| Pacific | 364 | 373 | 285 | +37 | -10 | 5 | 884 |
| Paper and its products: | 94 | 99 | 96 | +10 | - 4 | 54 | 7,788 |
| Middle Atlantic | 92 | 102 | 112 | - 1 | + 7 | 16 | 1,597 |
| East North Central | 96 | 105 | 99 | +18 | 0 | 19 | 4,024 |
| South Atlantic | 97 | 105 | 96 | +23 | + 1 | 5 | 540 |
| Petroleum: | 122 | 122 | 128 | +36 | + 2 | 23 | 789 |
| Shoes and other footwear: | 85 | 87 | 89 | +14 | -19 | 25 | 13,027 |
| Tobacco products: | 164 | 170 | 184 | + 8 | - 4 | 160 | 9,813 |
| East North Central | 158 | 146 | 185 | + 6 | - 5 | 30 | 2,598 |
| West North Central | 167 | 177 | 176 | + 3 | - 4 | 14 | 654 |
| South Atlantic | 172 | 180 | 157 | + 5 | - 2 | 11 | 710 |
| East South Central | 140 | 151 | 126 | +24 | +18 | 5 | 236 |
| West South Central | 153 | 148 | 145 | +16 | + 5 | 13 | 342 |
| Mountain | 141 | 138 | 145 | +10 | -11 | 16 | 343 |
| Pacific | 125 | 136 | 140 | +16 | 0 | 23 | 1,712 |
| Wines and liquors: | 154 | 148 | 186 | + 1 | - 8 | 26 | 2,546 |
| East North Central | 165 | 216 | 198 | +61 | -18 | 8 | 496 |
| West South Central | 140 | 148 | 213 | +48 | + 8 | 4 | 757 |
| Pacific | 86 | 92 | 100 | -27 | - 9 | 4 | 582 |
| Miscellaneous: | 98 | 103 | 99 | + 7 | + 4 | 10 | 2,233 |

a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

b Not affiliated with voluntary or cooperative groups.

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MONTHLY

# WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
W. AVERELL HARRIMAN, *Secretary*

BUREAU OF THE CENSUS
J. C. CAPT, *Director*

## SALES, INVENTORIES, AND CREDITS
### UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
### FEBRUARY 1948

FOR RELEASE
APRIL 2, 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,114 merchant wholesalers representing all parts of the country and various lines of trade.

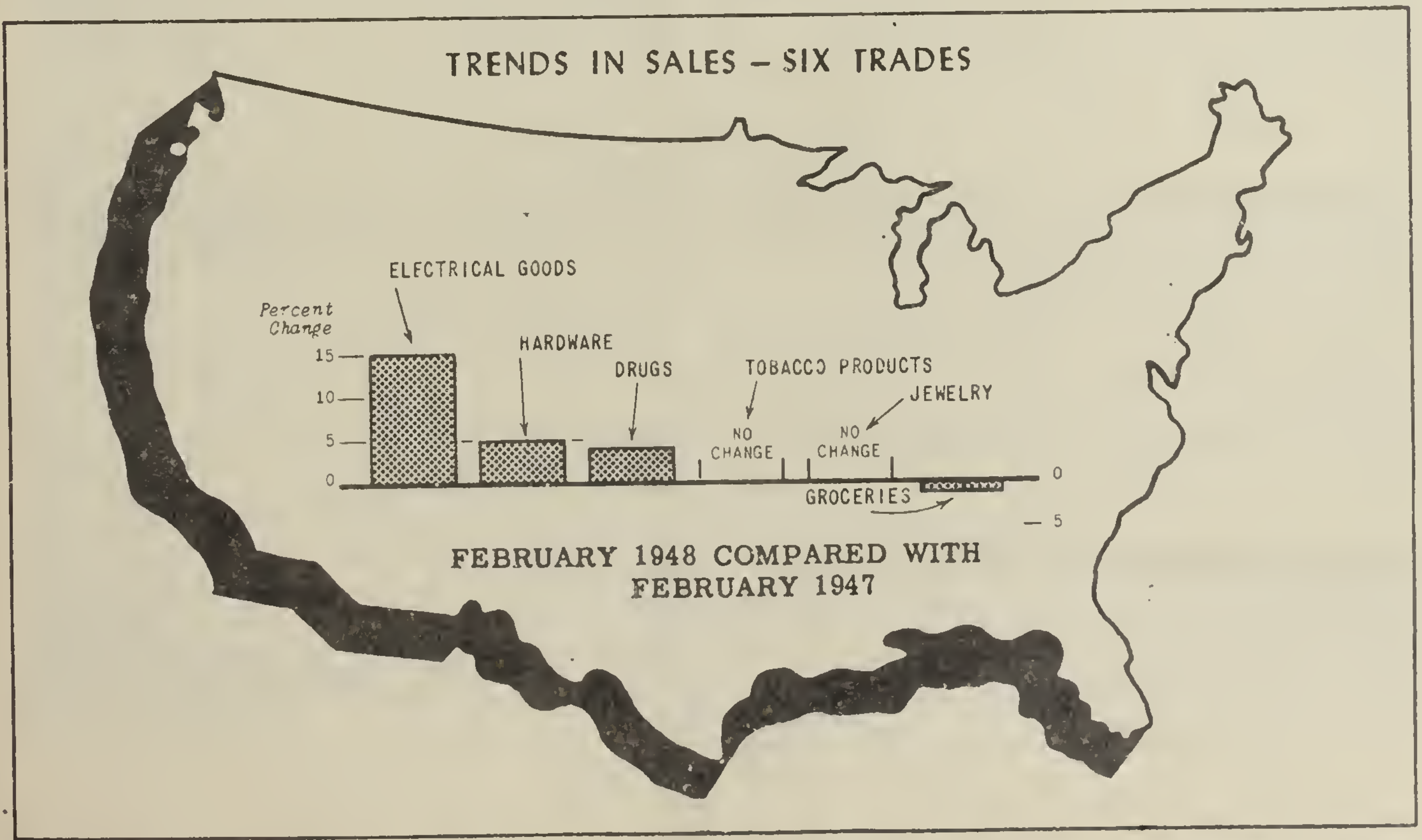
February dollar sales of the 3,114 merchant wholesalers were up 5 percent over last year but off seasonally by 6 percent from January of this year. Sales during the first two months of this year were up by 8 percent over the corresponding period of 1947.

February sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, were up 6 percent over February of last year but off by 7 percent from January of this year. They showed a gain of 8 percent the first two months of 1948 over the corresponding period of 1947.

Nineteen of the 37 wholesale trades for which data are shown separately in Table 1 recorded increases in sales over February of last year and 15 reported declines in dollar volume, while three (jewelry, dry goods, and tobacco products) showed no change. Kinds of business experiencing gains of 15 percent or more included electrical goods, furniture, coal, and petroleum. Twenty-one trades recorded increases for the first two months of this year over the corresponding period of last year. In general, sales among the durable goods trades held up better than for nondurable goods.

Inventories, valued at cost, of wholesalers in general were up 18 percent over February of last year and up three percent from the end of January. Most trades recorded little or no change in inventories during February (see Table 1). However, 30 of the 37 kinds of business reported increases over February of last year. Ten trades reported inventories up by 30 percent or more over February 28, 1947.

Beginning-of-February accounts receivable were up 16 percent from a year earlier but off three percent from the end of the year. Collections were off slightly during February. Compared with a collection index of 105 for both February 1947 and January 1948, the current index was recorded as 99, thus indicating a slight increase in the credit period.



TRENDS IN SALES - SIX TRADES

FEBRUARY 1948 COMPARED WITH FEBRUARY 1947

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1948 sample | | Percent change | | February 1948 sample | | | | |
| | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | 2 mos. 1948 from 2 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | No. of firms reporting | Reported dollar values (add 000) | Feb. 1948 | Feb. 1947 | Jan. 1948 |
| United States total | + 5 | - 6 | + 8 | 3,114 | $495,731 | +18 | + 2 | 2,025 | $551,533 | 161 | 144 | 149 |
| New England | + 6 | - 1 | + 2 | 199 | 22,662 | +25 | + 3 | 133 | 22,933 | 178 | 142 | 170 |
| Middle Atlantic | + 5 | - 7 | + 5 | 645 | 88,024 | +15 | + 4 | 387 | 72,535 | 133 | 121 | 122 |
| East North Central | + 5 | - 6 | + 8 | 581 | 89,742 | +18 | + 4 | 391 | 98,743 | 146 | 130 | 135 |
| West North Central | + 6 | - 2 | + 9 | 327 | 63,271 | +20 | + 5 | 254 | 95,385 | 181 | 164 | 166 |
| South Atlantic | + 4 | -10 | + 8 | 390 | 45,696 | +32 | + 4 | 252 | 52,674 | 154 | 123 | 135 |
| East South Central | 0 | -10 | + 4 | 165 | 21,836 | +15 | + 6 | 106 | 26,412 | 171 | 153 | 149 |
| West South Central | + 3 | - 9 | +10 | 264 | 41,991 | +22 | + 4 | 183 | 55,016 | 173 | 149 | 154 |
| Mountain | + 4 | - 5 | + 7 | 146 | 17,411 | +17 | + 3 | 107 | 24,465 | 179 | 160 | 163 |
| Pacific | + 1 | - 5 | + 4 | 336 | 60,017 | +10 | + 1 | 205 | 84,608 | 199 | 180 | 188 |
| Automotive supplies: | - 3 | - 7 | - 6 | 204 | 15,440 | +10 | + 1 | 116 | 14,033 | 270 | 224 | 268 |
| New England | - 3 | - 5 | -22 | 7 | 145 | c | c | c | c | c | c | c |
| Middle Atlantic | - 2 | -15 | - 6 | 36 | 764 | +29 | + 3 | 27 | 1,285 | 201 | 211 | 228 |
| East North Central | - 5 | 0 | - 7 | 46 | 2,066 | +10 | + 1 | 33 | 2,922 | 209 | 181 | 217 |
| West North Central | 0 | +13 | - 6 | 31 | 2,485 | + 6 | + 3 | 25 | 3,964 | 288 | 280 | 319 |
| South Atlantic | - 3 | -16 | - 1 | 13 | 604 | +14 | + 5 | 7 | 702 | 245 | 212 | 196 |
| West South Central | - 1 | -26 | - 4 | 8 | 2,516 | +28 | + 4 | 6 | 919 | 308 | 203 | 267 |
| Mountain | - 1 | +10 | 0 | 10 | 676 | c | c | c | c | c | c | c |
| Pacific | -19 | + 2 | -19 | 35 | 2,401 | + 6 | - 3 | 11 | 3,378 | 321 | 222 | 309 |
| Electrical group, total: | +15 | + 4 | +20 | 557 | 98,169 | +41 | + 7 | 480 | 129,535 | 139 | 115 | 136 |
| Full-line wholesalers: | +17 | + 4 | +24 | 364 | 83,557 | +42 | + 7 | 355 | 114,443 | 139 | 115 | 136 |
| New England | - 1 | + 1 | + 1 | 31 | 4,348 | +60 | + 2 | 31 | 7,570 | 174 | 108 | 173 |
| Middle Atlantic | +10 | + 4 | +17 | 53 | 11,211 | +58 | +11 | 51 | 15,837 | 143 | 100 | 135 |
| East North Central | + 9 | + 5 | +18 | 71 | 21,078 | +31 | + 9 | 70 | 26,410 | 126 | 106 | 123 |
| West North Central | +30 | + 7 | +38 | 34 | 9,646 | +49 | + 8 | 33 | 11,161 | 118 | 103 | 117 |
| South Atlantic | +15 | - 1 | +23 | 57 | 11,000 | +40 | + 5 | 55 | 14,641 | 140 | 115 | 130 |
| East South Central | +29 | + 5 | +32 | 20 | 3,886 | +30 | +10 | 19 | 4,568 | 120 | 118 | 114 |
| West South Central | +38 | + 8 | +45 | 42 | 8,038 | +34 | + 6 | 42 | 10,267 | 128 | 131 | 130 |
| Mountain | +28 | + 4 | +36 | 16 | 2,808 | +70 | + 9 | 15 | 4,647 | 168 | 127 | 162 |
| Pacific | +22 | + 7 | +25 | 40 | 11,542 | +41 | + 3 | 39 | 19,342 | 169 | 145 | 174 |
| Wiring supplies, construction materials distributors: | + 1 | - 5 | + 2 | 111 | 5,650 | +20 | + 4 | 69 | 5,120 | 127 | 108 | 115 |
| New England | - 9 | + 2 | -12 | 12 | 466 | +29 | - 2 | 5 | 249 | 187 | 119 | 190 |
| Middle Atlantic | -10 | - 4 | -11 | 26 | 901 | + 8 | + 2 | 16 | 1,103 | 146 | 121 | 138 |
| East North Central | - 3 | -10 | - 2 | 24 | 904 | +23 | +14 | 16 | 1,063 | 163 | 129 | 128 |
| West North Central | +14 | - 6 | +24 | 4 | 201 | c | c | c | c | c | c | c |
| South Atlantic | +11 | 0 | +10 | 19 | 1,903 | +25 | 0 | 14 | 1,361 | 85 | 76 | 85 |
| West South Central | + 6 | - 3 | +15 | 8 | 346 | +78 | +12 | 4 | 302 | 208 | 148 | 145 |
| Mountain | + 1 | -12 | +16 | 5 | 296 | c | c | c | c | c | c | c |
| Pacific | -15 | -13 | - 6 | 10 | 441 | + 3 | - 3 | 7 | 613 | 166 | 143 | 146 |
| Appliances and specialties wholesalers: | + 8 | + 6 | + 5 | 82 | 8,962 | +34 | + 6 | 56 | 9,972 | 145 | 122 | 148 |
| New England | - 5 | +14 | + 2 | 7 | 571 | +49 | +21 | 6 | 489 | 160 | 91 | 186 |
| Middle Atlantic | - 7 | +13 | -12 | 18 | 1,439 | +56 | + 8 | 7 | 1,181 | 150 | 101 | 161 |
| East North Central | +32 | -10 | +23 | 13 | 1,229 | +83 | - 3 | 7 | 788 | 137 | 128 | 120 |
| West North Central | + 5 | - 3 | +13 | 9 | 1,248 | -22 | + 9 | 8 | 1,709 | 146 | 194 | 129 |
| South Atlantic | +12 | + 3 | + 7 | 14 | 1,679 | +87 | + 4 | 12 | 1,773 | 128 | 81 | 129 |
| Pacific | -23 | -19 | - 3 | 7 | 520 | +67 | + 5 | 5 | 841 | 170 | 79 | 136 |
| Furniture and house furnishings: | +24 | 0 | +17 | 40 | 8,214 | +30 | + 6 | 24 | 5,982 | 95 | 91 | 86 |
| New England | + 8 | +54 | -10 | 4 | 709 | c | c | c | c | c | c | c |
| Middle Atlantic | +40 | + 4 | +25 | 11 | 1,947 | +25 | - 3 | 7 | 759 | 56 | 60 | 60 |
| East North Central | +15 | + 4 | + 9 | 4 | 841 | c | c | c | c | c | c | c |
| West North Central | +26 | -17 | +22 | 4 | 3,025 | c | c | c | c | c | c | c |
| South Atlantic | +27 | +55 | +22 | 5 | 799 | c | c | c | c | c | c | c |
| Pacific | +20 | +14 | + 9 | 7 | 341 | +16 | -13 | 4 | 165 | 109 | 104 | 147 |
| Hardware: | + 5 | + 2 | + 6 | 130 | 41,999 | +29 | + 7 | 96 | 83,496 | 241 | 197 | 233 |
| Middle Atlantic | +15 | +10 | + 9 | 27 | 6,106 | +28 | + 8 | 18 | 8,754 | 213 | 203 | 213 |
| East North Central | + 9 | +15 | + 8 | 15 | 7,592 | +24 | + 4 | 13 | 15,074 | 203 | 179 | 226 |
| West North Central | + 5 | + 9 | + 6 | 17 | 9,016 | +29 | +10 | 17 | 21,889 | 243 | 197 | 241 |
| South Atlantic | + 5 | -17 | + 9 | 18 | 3,613 | +78 | + 1 | 14 | 7,582 | 238 | 142 | 194 |
| East South Central | + 1 | -14 | +11 | 12 | 3,493 | +21 | + 3 | 5 | 3,105 | 201 | 172 | 162 |
| West South Central | - 1 | -13 | + 4 | 16 | 3,258 | +20 | + 4 | 11 | 7,069 | 265 | 213 | 223 |
| Pacific | - 2 | + 3 | + 1 | 14 | 7,277 | +25 | + 9 | 11 | 18,281 | 299 | 238 | 292 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1948 sample | | Percent change | | February 1948 sample | | | | |
| | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | 2 mos. 1948 from 2 mos. 1947 b | No. of firms reporting | Reported dollar sales (add 000) | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | No. of firms reporting | Reported dollar values (add 000) | Feb. 1948 | Feb. 1947 | Jan. 1948 |
| Industrial supplies: | + 7 | + 2 | 0 | 69 | $9,081 | +23 | 0 | 43 | $12,864 | 244 | 207 | 229 |
| New England | + 1 | - 5 | - 1 | 8 | 646 | +10 | - 7 | 5 | 1,812 | 371 | 331 | 357 |
| Middle Atlantic | - 6 | + 3 | - 8 | 22 | 2,015 | +10 | 0 | 14 | 2,058 | 159 | 142 | 158 |
| East North Central | - 4 | - 7 | 0 | 10 | 874 | +31 | + 4 | 7 | 578 | 234 | 139 | 184 |
| West North Central | +43 | +21 | +32 | 7 | 604 | c | c | c | c | c | c | c |
| South Atlantic | - 4 | -28 | +11 | 8 | 605 | +31 | + 8 | 5 | 964 | 207 | 150 | 133 |
| West South Central | +21 | +13 | + 3 | 6 | 3,419 | +37 | + 2 | 5 | 6,264 | 290 | 250 | 276 |
| Jewelry: | 0 | +37 | 0 | 148 | 5,412 | - 5 | + 7 | 74 | 9,412 | 266 | 277 | 350 |
| New England | -37 | - 3 | -21 | 7 | 208 | c | c | c | c | c | c | c |
| Middle Atlantic | +19 | +42 | +14 | 41 | 1,387 | - 1 | +15 | 15 | 1,802 | 264 | 342 | 415 |
| East North Central | - 4 | +32 | - 1 | 42 | 1,612 | + 6 | + 6 | 21 | 3,011 | 250 | 215 | 302 |
| West North Central | - 5 | +46 | - 2 | 12 | 685 | - 8 | +16 | 7 | 1,153 | 357 | 293 | 327 |
| Mountain | -29 | +45 | -38 | 4 | 29 | c | c | c | c | c | c | c |
| Pacific | + 5 | +40 | - 3 | 34 | 1,226 | -15 | - 1 | 19 | 2,667 | 250 | 313 | 374 |
| Lumber and building materials: | + 8 | - 8 | +15 | 57 | 7,304 | +47 | 0 | 29 | 4,358 | 112 | 81 | 108 |
| Middle Atlantic | - 3 | - 7 | - 6 | 14 | 1,503 | +29 | - 4 | 5 | 765 | 94 | 66 | 92 |
| East North Central | +36 | -10 | +24 | 10 | 1,005 | +111 | +21 | 6 | 692 | 120 | 74 | 90 |
| South Atlantic | - 3 | -26 | +13 | 8 | 733 | c | c | c | c | c | c | c |
| East South Central | -43 | -34 | -13 | 4 | 510 | c | c | c | c | c | c | c |
| Mountain | +12 | - 1 | +26 | 4 | 1,459 | c | c | c | c | c | c | c |
| Pacific | +48 | + 6 | +37 | 10 | 1,712 | +41 | -11 | 8 | 1,334 | 127 | 128 | 147 |
| Machinery, equipment, supplies (except electrical): | +14 | 0 | +17 | 42 | 4,652 | +26 | + 3 | 29 | 7,388 | 191 | 196 | 189 |
| New England | +39 | -18 | +42 | 4 | 346 | c | c | c | c | c | c | c |
| Middle Atlantic | +11 | - 2 | + 9 | 6 | 710 | +12 | + 6 | 4 | 1,264 | 188 | 193 | 176 |
| East North Central | -11 | + 3 | - 9 | 10 | 632 | + 3 | - 3 | 7 | 653 | 116 | 135 | 131 |
| South Atlantic | + 1 | - 2 | + 7 | 5 | 206 | + 8 | + 1 | 4 | 269 | 242 | 244 | 246 |
| Pacific | -22 | +13 | -18 | 9 | 774 | +19 | - 5 | 6 | 1,195 | 265 | 186 | 304 |
| Metals: | +13 | - 2 | + 8 | 20 | 3,946 | +27 | + 3 | 13 | 5,463 | 170 | 150 | 161 |
| New England | -22 | +36 | -28 | 4 | 310 | c | c | c | c | c | c | c |
| East North Central | +12 | - 7 | + 5 | 5 | 1,002 | c | c | c | c | c | c | c |
| Pacific | +17 | +14 | +10 | 4 | 751 | c | c | c | c | c | c | c |
| Optical goods: | - 6 | 0 | - 7 | 12 | 234 | -16 | + 6 | 5 | 169 | 197 | 201 | 190 |
| Paints and varnishes: | - 5 | - 5 | + 6 | 55 | 4,938 | + 7 | + 1 | 13 | 1,321 | 162 | 156 | 141 |
| East North Central | -12 | -11 | -11 | 7 | 490 | c | c | c | c | c | c | c |
| South Atlantic | + 8 | -12 | + 4 | 4 | 258 | +28 | - 4 | 4 | 343 | 133 | 113 | 123 |
| Plumbing and heating supplies: | + 6 | - 8 | + 7 | 66 | 5,490 | +33 | + 8 | 36 | 4,790 | 159 | 136 | 136 |
| New England | +28 | -21 | +26 | 6 | 195 | c | c | c | c | c | c | c |
| Middle Atlantic | - 4 | -11 | - 2 | 17 | 1,203 | + 2 | + 1 | 5 | 512 | 128 | 130 | 113 |
| East North Central | + 9 | - 1 | +12 | 15 | 1,098 | +21 | +19 | 13 | 1,848 | 186 | 170 | 159 |
| West North Central | + 1 | -13 | +11 | 13 | 1,267 | +51 | - 1 | 9 | 1,399 | 160 | 109 | 140 |
| Pacific | + 2 | 0 | - 6 | 4 | 818 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial): | -11 | - 9 | -14 | 27 | 808 | + 8 | - 6 | 19 | 1,702 | 276 | 241 | 278 |
| Middle Atlantic | - 5 | -11 | - 8 | 8 | 310 | + 4 | - 8 | 4 | 420 | 233 | 241 | 238 |
| East North Central | + 7 | +15 | + 2 | 5 | 167 | + 2 | - 2 | 5 | 346 | 207 | 217 | 243 |
| Pacific | -27 | -18 | -25 | 5 | 138 | +15 | -10 | 4 | 484 | 372 | 234 | 333 |
| Surgical, medical, equipment, supplies: | + 9 | - 4 | + 8 | 28 | 2,670 | 0 | - 2 | 19 | 2,687 | 121 | 134 | 117 |
| Middle Atlantic | - 3 | - 6 | 0 | 8 | 273 | +17 | - 3 | 6 | 411 | 260 | 213 | 243 |
| East North Central | +15 | - 3 | +12 | 7 | 1,711 | - 6 | 0 | 6 | 1,643 | 96 | 118 | 94 |
| South Atlantic | + 3 | -15 | +10 | 4 | 217 | c | c | c | c | c | c | c |
| Beer: | - 3 | - 9 | - 1 | 43 | 1,164 | +24 | + 8 | 30 | 624 | 79 | 63 | 65 |
| Middle Atlantic | + 7 | -16 | +11 | 9 | 242 | +53 | - 5 | 7 | 98 | 41 | 29 | 36 |
| East North Central | + 4 | - 4 | + 3 | 12 | 421 | + 8 | + 1 | 7 | 142 | 63 | 62 | 58 |
| West North Central | -24 | -21 | -18 | 6 | 71 | +88 | +28 | 5 | 60 | 103 | 39 | 65 |
| South Atlantic | - 4 | -11 | - 3 | 5 | 149 | + 9 | + 8 | 4 | 107 | 107 | 88 | 85 |
| Pacific | -12 | - 1 | 0 | 4 | 177 | c | c | c | c | c | c | c |
| Chemicals, industrial: | - 4 | 0 | - 5 | 13 | 1,955 | + 3 | - 6 | 8 | 987 | 67 | 61 | 72 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1948 sample | | Percent change | | February 1948 sample | | | | |
| | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | 2 mos. 1948 from 2 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | No. of firms reporting | Reported dollar values (add 000) | Feb. 1948 | Feb. 1947 | Jan. 1948 |
| Clothing and furnishings (except shoes): | - 3 | - 2 | - 4 | 28 | $3,707 | +43 | + 6 | 12 | $1,132 | 152 | 74 | 142 |
| Middle Atlantic | + 8 | + 1 | + 2 | 10 | 3,238 | +18 | + 5 | 4 | 557 | 104 | 71 | 117 |
| East North Central | + 3 | +16 | -32 | 5 | 66 | c | c | c | c | c | c | c |
| South Atlantic | -13 | -11 | -12 | 5 | 153 | c | c | c | c | c | c | c |
| Pacific | -47 | - 2 | -35 | 6 | 125 | c | c | c | c | c | c | c |
| Coal: | +45 | -10 | +41 | 9 | 6,725 | c | c | c | c | c | c | c |
| Confectionery: | + 2 | - 3 | + 2 | 49 | 1,806 | +14 | 0 | 24 | 1,106 | 93 | 78 | 89 |
| Middle Atlantic | +14 | - 1 | + 8 | 6 | 257 | c | c | c | c | c | c | c |
| East North Central | + 7 | - 5 | + 5 | 7 | 269 | c | c | c | c | c | c | c |
| West North Central | + 5 | - 7 | + 6 | 4 | 240 | +21 | - 6 | 4 | 159 | 66 | 57 | 65 |
| South Atlantic | - 7 | + 3 | - 6 | 12 | 428 | +17 | - 3 | 7 | 387 | 109 | 87 | 118 |
| East South Central | - 2 | -11 | + 3 | 9 | 335 | c | c | c | c | c | c | c |
| West South Central | - 7 | + 9 | -11 | 4 | 142 | c | c | c | c | c | c | c |
| Dairy and poultry products: | +10 | -18 | +11 | 30 | 6,217 | +31 | -11 | 18 | 1,172 | 40 | 34 | 39 |
| Middle Atlantic | + 9 | -23 | +16 | 7 | 3,316 | +118 | - 6 | 4 | 506 | 60 | 30 | 53 |
| East North Central | +15 | - 9 | + 9 | 14 | 1,013 | 0 | - 7 | 9 | 114 | 17 | 21 | 18 |
| Drugs and sundries (liquor excluded): | + 4 | -12 | + 5 | 165 | 36,782 | + 5 | + 2 | 122 | 55,912 | 199 | 193 | 169 |
| New England | + 9 | -11 | + 5 | 14 | 2,166 | + 9 | + 4 | 11 | 3,402 | 197 | 192 | 168 |
| Middle Atlantic | + 1 | -13 | - 3 | 19 | 5,433 | + 5 | + 3 | 12 | 5,950 | 185 | 171 | 150 |
| East North Central | + 8 | -10 | + 9 | 23 | 6,310 | + 6 | - 1 | 15 | 7,005 | 170 | 170 | 155 |
| West North Central | + 6 | - 9 | + 7 | 18 | 4,419 | +14 | + 5 | 16 | 7,281 | 189 | 178 | 163 |
| South Atlantic | + 8 | -12 | + 8 | 27 | 4,244 | +12 | + 5 | 18 | 6,180 | 225 | 218 | 198 |
| East South Central | + 5 | -13 | + 5 | 18 | 2,911 | +11 | + 2 | 14 | 5,134 | 217 | 202 | 183 |
| West South Central | + 6 | - 7 | +10 | 19 | 4,321 | + 5 | + 4 | 13 | 6,779 | 208 | 207 | 183 |
| Mountain | + 8 | -14 | +10 | 10 | 1,800 | + 8 | + 3 | 8 | 3,460 | 198 | 199 | 166 |
| Pacific | - 7 | -20 | 0 | 17 | 5,178 | - 7 | 0 | 15 | 10,721 | 209 | 208 | 168 |
| Dry goods: | 0 | - 5 | 0 | 168 | 43,996 | + 8 | + 7 | 112 | 56,713 | 210 | 183 | 188 |
| New England | - 8 | + 9 | -26 | 7 | 536 | +22 | + 9 | 7 | 1,273 | 238 | 179 | 237 |
| Middle Atlantic | + 5 | - 2 | + 6 | 47 | 7,385 | + 1 | +10 | 28 | 7,211 | 187 | 184 | 176 |
| East North Central | + 1 | - 2 | - 6 | 12 | 2,254 | +29 | + 3 | 11 | 3,461 | 161 | 126 | 152 |
| West North Central | - 2 | - 6 | - 2 | 11 | 6,170 | + 6 | + 5 | 10 | 11,781 | 192 | 177 | 171 |
| South Atlantic | - 4 | -13 | + 2 | 24 | 2,480 | +24 | + 8 | 15 | 4,778 | 260 | 214 | 208 |
| East South Central | -15 | -18 | -14 | 17 | 2,275 | +15 | +14 | 12 | 4,437 | 244 | 187 | 182 |
| West South Central | -24 | -15 | -21 | 13 | 1,252 | +22 | + 9 | 9 | 2,510 | 270 | 163 | 205 |
| Mountain | +14 | +23 | - 2 | 6 | 819 | +21 | + 9 | 4 | 866 | 128 | 128 | 153 |
| Pacific | + 3 | - 9 | + 5 | 19 | 4,033 | - 7 | + 5 | 10 | 5,038 | 246 | 241 | 222 |
| Farm supplies: | - 4 | +15 | + 4 | 15 | 4,253 | +64 | - 7 | 8 | 1,354 | 126 | 88 | 110 |
| Fresh fruits and vegetables: | -14 | -18 | - 4 | 68 | 4,072 | -12 | + 2 | 40 | 911 | 35 | 31 | 28 |
| New England | + 1 | - 7 | 0 | 8 | 285 | - 3 | + 4 | 7 | 29 | 10 | 11 | 9 |
| Middle Atlantic | - 1 | -11 | - 1 | 16 | 1,047 | +11 | +17 | 9 | 70 | 16 | 16 | 13 |
| East North Central | + 1 | -24 | - 1 | 14 | 686 | - 3 | -14 | 8 | 233 | 44 | 45 | 44 |
| West North Central | +17 | - 9 | +12 | 6 | 524 | +47 | +14 | 4 | 289 | 75 | 70 | 61 |
| South Atlantic | - 6 | - 9 | - 1 | 12 | 624 | +18 | + 3 | 6 | 79 | 24 | 19 | 20 |
| East South Central | +30 | - 3 | +18 | 5 | 219 | c | c | c | c | c | c | c |
| Pacific | +34 | +17 | +16 | 4 | 283 | c | c | c | c | c | c | c |
| Groceries, total: | - 1 | -13 | + 1 | 590 | 89,960 | + 3 | + 1 | 372 | 104,153 | 183 | 169 | 157 |
| Non-affiliated full-line wholesalers[d]: | - 8 | -17 | + 2 | 328 | 38,656 | + 1 | 0 | 204 | 50,639 | 190 | 175 | 161 |
| New England | - 8 | -11 | -14 | 6 | 788 | c | c | c | c | c | c | c |
| Middle Atlantic | +10 | - 9 | + 8 | 23 | 3,084 | +10 | - 3 | 9 | 3,335 | 159 | 163 | 152 |
| East North Central | -12 | -17 | - 7 | 37 | 3,908 | - 3 | 0 | 25 | 5,983 | 238 | 225 | 207 |
| West North Central | - 2 | -18 | + 2 | 46 | 5,280 | + 9 | - 1 | 34 | 11,374 | 265 | 245 | 225 |
| South Atlantic | - 9 | -20 | - 1 | 65 | 5,793 | + 9 | + 6 | 33 | 4,607 | 157 | 133 | 122 |
| East South Central | -12 | -12 | - 5 | 34 | 3,265 | - 9 | + 5 | 23 | 3,984 | 165 | 155 | 140 |
| West South Central | - 9 | -16 | +14 | 85 | 10,917 | +11 | + 2 | 58 | 12,020 | 147 | 124 | 126 |
| Mountain | -15 | -25 | -12 | 17 | 1,844 | -15 | - 3 | 14 | 4,518 | 293 | 291 | 218 |
| Pacific | -11 | -21 | - 7 | 15 | 3,777 | -16 | - 6 | 5 | 3,678 | 167 | 167 | 139 |
| Voluntary-group wholesalers: | - 3 | -12 | - 1 | 146 | 29,383 | + 8 | + 5 | 107 | 34,984 | 187 | 164 | 160 |
| New England | + 6 | - 5 | + 5 | 11 | 2,442 | +12 | - 3 | 5 | 1,158 | 151 | 158 | 144 |
| Middle Atlantic | + 1 | -16 | + 1 | 35 | 7,616 | - 9 | + 1 | 18 | 3,414 | 164 | 168 | 140 |
| East North Central | - 5 | -15 | - 1 | 42 | 8,269 | + 7 | + 4 | 34 | 11,694 | 181 | 162 | 151 |
| West North Central | - 4 | - 2 | - 6 | 26 | 5,195 | +19 | + 9 | 24 | 11,152 | 220 | 177 | 200 |
| South Atlantic | - 7 | -19 | + 1 | 9 | 1,162 | c | c | c | c | c | c | c |
| Mountain | -11 | -15 | -10 | 12 | 1,293 | + 9 | +14 | 12 | 2,741 | 212 | 174 | 159 |
| Pacific | - 5 | -12 | - 3 | 8 | 2,801 | + 3 | - 4 | 7 | 3,413 | 151 | 134 | 138 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1948 sample | | Percent change | | February 1948 sample | | | | |
| | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | 2 mos. 1948 from 2 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | No. of firms reporting | Reported dollar values (add 000) | Feb. 1948 | Feb. 1947 | Jan. 1948 |
| **Retailer-cooperative warehouses:** | +14 | -13 | +14 | 23 | $7,527 | +23 | +4 | 12 | $6,230 | 169 | 155 | 134 |
| Middle Atlantic | +18 | -21 | +20 | 7 | 1,668 | c | c | c | c | c | c | c |
| East North Central | +14 | -18 | +20 | 4 | 1,624 | +22 | +4 | 4 | 2,743 | 169 | 158 | 134 |
| West North Central | +1 | -16 | +5 | 5 | 1,645 | c | c | c | c | c | c | c |
| **Specialty lines wholesalers:** | -8 | -21 | -2 | 93 | 11,394 | -12 | -8 | 49 | 12,300 | 160 | 166 | 146 |
| New England | -4 | -6 | +5 | 8 | 350 | -16 | -4 | 5 | 210 | 75 | 85 | 72 |
| Middle Atlantic | -15 | -30 | -6 | 21 | 2,826 | -27 | -5 | 10 | 2,119 | 147 | 169 | 123 |
| East North Central | +6 | -8 | +5 | 11 | 528 | -11 | -2 | 4 | 127 | 78 | 101 | 83 |
| South Atlantic | +6 | -8 | +6 | 21 | 1,647 | +11 | -9 | 10 | 1,617 | 117 | 115 | 121 |
| West South Central | -8 | -13 | -11 | 6 | 292 | c | c | c | c | c | c | c |
| Pacific | -10 | -21 | -2 | 19 | 5,370 | -11 | -8 | 14 | 7,830 | 194 | 190 | 172 |
| **Leather and shoe findings:** | -20 | -16 | -15 | 33 | 388 | +7 | +5 | 13 | 997 | 501 | 399 | 375 |
| Middle Atlantic | -35 | -20 | -29 | 9 | 32 | c | c | c | c | c | c | c |
| East North Central | -17 | -15 | -11 | 7 | 58 | c | c | c | c | c | c | c |
| West North Central | -24 | -26 | -10 | 4 | 28 | c | c | c | c | c | c | c |
| Pacific | -17 | -6 | -16 | 6 | 209 | c | c | c | c | c | c | c |
| **Meats and meat products:** | +8 | -23 | +21 | 43 | 17,232 | +26 | -1 | 35 | 11,499 | 87 | 72 | 69 |
| Middle Atlantic | +21 | -11 | +30 | 11 | 4,481 | +2 | 0 | 11 | 2,433 | 54 | 64 | 48 |
| East North Central | +5 | -30 | +24 | 14 | 6,655 | +29 | +2 | 11 | 4,958 | 110 | 84 | 75 |
| South Atlantic | -18 | -32 | -2 | 5 | 903 | +33 | -10 | 4 | 529 | 59 | 36 | 44 |
| **Paper and its products:** | +6 | -7 | +4 | 65 | 8,461 | +35 | +3 | 32 | 4,863 | 131 | 97 | 120 |
| Middle Atlantic | 0 | -16 | -3 | 22 | 2,242 | +62 | +7 | 13 | 1,340 | 111 | 65 | 100 |
| East North Central | +9 | +1 | +5 | 20 | 4,325 | +32 | +4 | 9 | 1,583 | 109 | 82 | 100 |
| West North Central | +7 | -6 | +9 | 5 | 289 | c | c | c | c | c | c | c |
| South Atlantic | +21 | -11 | +14 | 7 | 670 | c | c | c | c | c | c | c |
| **Petroleum:** | +32 | -8 | +32 | 26 | 1,007 | +27 | +10 | 24 | 606 | 64 | 68 | 54 |
| Middle Atlantic | +21 | -8 | +22 | 23 | 761 | c | c | c | c | c | c | c |
| **Shoes and other footwear:** | +24 | +4 | +18 | 28 | 27,277 | +35 | -8 | 18 | 9,257 | 65 | 62 | 75 |
| Middle Atlantic | +17 | -6 | -4 | 7 | 887 | c | c | c | c | c | c | c |
| South Atlantic | -3 | +2 | +1 | 4 | 2,376 | c | c | c | c | c | c | c |
| Pacific | -12 | -5 | -13 | 7 | 370 | +17 | -5 | 5 | 874 | 261 | 191 | 252 |
| **Tobacco products:** | 0 | -5 | -1 | 273 | 32,818 | 0 | -2 | 152 | 13,440 | 70 | 69 | 67 |
| New England | +11 | +5 | +9 | 20 | 3,588 | +15 | -2 | 8 | 276 | 58 | 57 | 59 |
| Middle Atlantic | -2 | -9 | -3 | 63 | 10,718 | -5 | -5 | 41 | 6,606 | 75 | 76 | 71 |
| East North Central | -1 | -5 | +2 | 59 | 7,212 | -2 | +1 | 30 | 2,668 | 67 | 68 | 64 |
| West North Central | 0 | -5 | -4 | 35 | 3,244 | -7 | -4 | 21 | 912 | 61 | 67 | 63 |
| South Atlantic | +6 | -8 | +1 | 15 | 1,493 | -4 | +6 | 10 | 700 | 62 | 70 | 55 |
| East South Central | +3 | -10 | -2 | 8 | 614 | +30 | +7 | 4 | 263 | 54 | 42 | 45 |
| West South Central | -7 | -11 | -7 | 24 | 1,944 | +49 | +3 | 11 | 1,029 | 91 | 53 | 77 |
| Mountain | -5 | -4 | -4 | 22 | 1,102 | +8 | +2 | 16 | 507 | 82 | 73 | 76 |
| Pacific | +1 | -2 | -2 | 27 | 2,903 | -1 | -18 | 11 | 479 | 48 | 44 | 58 |
| **Miscellaneous:** | -2 | -5 | -1 | 13 | 2,554 | +14 | +4 | 7 | 2,158 | 234 | 209 | 220 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, N. H., R. I., Vt., Mass.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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# TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | February 1948 sample | |
|---|---|---|---|---|---|---|---|
| | February 1948 | February 1947 | January 1948 | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | No. of firms reporting | Accounts receivable as of February 1, 1948 (add 000) |
| United States total | 99 | 105 | 105 | +16 | - 3 | 2,438 | $382,604 |
| New England | 92 | 97 | 96 | +11 | -10 | 182 | 19,438 |
| Middle Atlantic | 105 | 115 | 112 | +15 | - 4 | 523 | 69,732 |
| East North Central | 107 | 111 | 110 | +17 | - 9 | 457 | 65,348 |
| West North Central | 93 | 98 | 98 | +18 | + 6 | 265 | 56,979 |
| South Atlantic | 93 | 102 | 101 | +25 | - 1 | 309 | 40,611 |
| East South Central | 94 | 104 | 99 | +23 | - 1 | 131 | 18,723 |
| West South Central | 105 | 111 | 111 | +18 | 0 | 207 | 29,774 |
| Mountain | 109 | 116 | 117 | +17 | - 3 | 114 | 11,546 |
| Pacific | 97 | 102 | 103 | +12 | - 6 | 263 | 52,223 |
| Automotive supplies: | 84 | 89 | 83 | - 2 | - 7 | 148 | 7,977 |
| Middle Atlantic | 77 | 82 | 76 | + 5 | - 1 | 33 | 762 |
| East North Central | 102 | 102 | 98 | - 6 | - 9 | 41 | 1,502 |
| West North Central | 85 | 90 | 81 | 0 | -12 | 29 | 2,510 |
| South Atlantic | 90 | 92 | 87 | + 6 | - 6 | 9 | 347 |
| West South Central | 72 | 78 | 74 | + 6 | -11 | 6 | 456 |
| Mountain | 83 | 93 | 89 | +11 | - 2 | 7 | 587 |
| Pacific | 74 | 80 | 78 | - 8 | - 1 | 15 | 1,530 |
| Electrical group, total: | 85 | 89 | 86 | +32 | -15 | 518 | 106,863 |
| Full-line wholesalers: | 84 | 88 | 84 | +35 | -16 | 359 | 93,745 |
| New England | 79 | 87 | 82 | +17 | -26 | 31 | 5,684 |
| Middle Atlantic | 85 | 100 | 85 | +38 | -14 | 53 | 13,358 |
| East North Central | 91 | 93 | 86 | +30 | -18 | 69 | 19,779 |
| West North Central | 80 | 81 | 80 | +43 | -11 | 34 | 11,454 |
| South Atlantic | 79 | 82 | 80 | +39 | -13 | 57 | 13,903 |
| East South Central | 84 | 93 | 85 | +53 | -13 | 20 | 4,377 |
| West South Central | 85 | 81 | 84 | +39 | -16 | 40 | 7,981 |
| Mountain | 87 | 79 | 84 | +34 | -18 | 16 | 3,235 |
| Pacific | 83 | 85 | 86 | +33 | -18 | 39 | 13,474 |
| Wiring supplies; construction materials distributors: | 82 | 79 | 91 | +15 | - 1 | 92 | 6,112 |
| New England | 75 | 87 | 82 | - 6 | - 5 | 9 | 447 |
| Middle Atlantic | 79 | 91 | 89 | + 5 | -13 | 18 | 970 |
| East North Central | 87 | 93 | 96 | +10 | - 1 | 20 | 920 |
| South Atlantic | 82 | 54 | 101 | +23 | + 5 | 17 | 1,969 |
| West South Central | 79 | 88 | 87 | + 5 | - 1 | 6 | 321 |
| Mountain | 83 | 87 | 91 | +20 | - 6 | 5 | 333 |
| Pacific | 79 | 81 | 71 | +10 | + 5 | 10 | 648 |
| Appliances and specialties - wholesalers: | 102 | 112 | 110 | +16 | -13 | 67 | 7,006 |
| New England | 105 | 108 | 104 | 0 | -12 | 6 | 246 |
| Middle Atlantic | 100 | 126 | 108 | + 2 | -22 | 13 | 1,168 |
| East North Central | 114 | 121 | 108 | +39 | -12 | 12 | 953 |
| West North Central | 100 | 86 | 114 | - 5 | +18 | 9 | 1,197 |
| South Atlantic | 127 | 136 | 137 | +17 | -11 | 13 | 1,269 |
| Pacific | 83 | 108 | 93 | +26 | -30 | 5 | 675 |
| Furniture and house furnishings: | 90 | 94 | 108 | +19 | +24 | 34 | 7,043 |
| New England | 76 | 82 | 75 | -10 | -23 | 4 | 634 |
| Middle Atlantic | 98 | 98 | 106 | +11 | + 6 | 10 | 1,654 |
| West North Central | 93 | 106 | 150 | +43 | +93 | 4 | 2,911 |
| Pacific | 77 | 80 | 75 | +42 | + 8 | 7 | 384 |
| Hardware: | 89 | 97 | 90 | +15 | + 3 | 119 | 39,917 |
| Middle Atlantic | 84 | 87 | 87 | + 8 | -11 | 24 | 5,810 |
| East North Central | 91 | 94 | 96 | + 8 | - 1 | 15 | 6,901 |
| West North Central | 95 | 107 | 93 | +18 | + 7 | 17 | 8,139 |
| South Atlantic | 85 | 103 | 85 | +34 | + 7 | 18 | 4,375 |
| East South Central | 88 | 95 | 91 | +20 | 0 | 8 | 2,365 |
| West South Central | 90 | 103 | 101 | +14 | +19 | 15 | 3,540 |
| Pacific | 87 | 95 | 83 | +10 | + 5 | 14 | 7,847 |
| Industrial supplies: | 90 | 87 | 88 | + 5 | 0 | 60 | 8,173 |
| New England | 69 | 90 | 67 | +21 | - 2 | 7 | 882 |
| Middle Atlantic | 93 | 84 | 93 | -11 | - 4 | 19 | 1,698 |
| East North Central | 93 | 82 | 87 | - 7 | 0 | 9 | 911 |
| West North Central | 98 | 81 | 87 | +20 | + 5 | 7 | 574 |
| South Atlantic | 83 | 89 | 67 | +30 | - 9 | 6 | 693 |
| West South Central | 104 | 102 | 96 | +16 | - 3 | 5 | 2,269 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages[a] | | | Accounts receivable percent change | | February 1948 sample | |
|---|---|---|---|---|---|---|---|
| | February 1948 | February 1947 | January 1948 | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | No. of firms reporting | Accounts receivable as of February 1, 1948 (add 000) |
| Jewelry: | 60 | 64 | 77 | + 8 | -43 | 115 | $ 6,042 |
| Middle Atlantic | 66 | 63 | 81 | +12 | -35 | 30 | 1,203 |
| East North Central | 59 | 70 | 76 | +20 | -48 | 33 | 1,993 |
| West North Central | 67 | 72 | 83 | +10 | -48 | 10 | 785 |
| Mountain | 56 | 80 | 143 | -25 | -16 | 4 | 41 |
| Pacific | 53 | 55 | 72 | - 6 | -40 | 29 | 1,684 |
| Lumber and building materials: | 101 | 107 | 113 | +17 | - 4 | 51 | 6,518 |
| Middle Atlantic | 89 | 103 | 97 | + 2 | -17 | 11 | 1,486 |
| East North Central | 108 | 116 | 116 | +42 | - 7 | 10 | 887 |
| South Atlantic | 105 | 130 | 147 | +18 | -16 | 7 | 634 |
| East South Central | 157 | 180 | 180 | - 5 | +28 | 4 | 417 |
| Mountain | 97 | 82 | 107 | +15 | + 8 | 4 | 1,179 |
| Pacific | 98 | 95 | 106 | +32 | + 4 | 10 | 1,556 |
| Machinery, equipment, supplies (except electrical): | 75 | 77 | 84 | + 9 | + 7 | 32 | 4,395 |
| Middle Atlantic | 99 | 93 | 97 | + 6 | + 1 | 5 | 701 |
| East North Central | 79 | 68 | 96 | -42 | + 3 | 8 | 458 |
| South Atlantic | 64 | 84 | 69 | +35 | - 1 | 4 | 161 |
| Pacific | 61 | 80 | 70 | - 5 | + 5 | 7 | 766 |
| Metals: | 105 | 104 | 109 | +21 | +17 | 19 | 3,774 |
| New England | 90 | 88 | 69 | -18 | + 5 | 4 | 324 |
| East North Central | 122 | 114 | 131 | + 8 | + 8 | 4 | 798 |
| Pacific | 93 | 92 | 101 | +11 | +11 | 4 | 748 |
| Optical goods: | 88 | 95 | 91 | + 1 | + 8 | 11 | 242 |
| Paints and varnishes: | 67 | 79 | 84 | +15 | +14 | 21 | 1,386 |
| East North Central | 67 | 76 | 84 | +11 | +15 | 7 | 643 |
| South Atlantic | 64 | 86 | 75 | +25 | +11 | 4 | 346 |
| Plumbing and heating supplies: | 81 | 85 | 83 | +15 | - 2 | 60 | 6,477 |
| New England | 78 | 84 | 82 | +19 | -13 | 5 | 225 |
| Middle Atlantic | 75 | 84 | 78 | +17 | - 1 | 14 | 1,538 |
| East North Central | 85 | 88 | 83 | +21 | - 7 | 14 | 1,339 |
| West North Central | 77 | 80 | 80 | +28 | + 8 | 12 | 1,437 |
| Pacific | 77 | 74 | 80 | -12 | -18 | 4 | 1,032 |
| Refrigeration equipment, parts (commercial): | 84 | 84 | 82 | - 5 | + 4 | 22 | 890 |
| Middle Atlantic | 84 | 93 | 86 | + 3 | +10 | 5 | 269 |
| East North Central | 98 | 89 | 86 | +19 | +11 | 5 | 196 |
| Pacific | 69 | 70 | 67 | -26 | 0 | 5 | 210 |
| Surgical, medical, equipment, supplies: | 58 | 57 | 61 | + 6 | + 6 | 26 | 4,188 |
| Middle Atlantic | 55 | 55 | 52 | + 5 | - 2 | 8 | 472 |
| East North Central | 57 | 54 | 61 | + 7 | + 5 | 6 | 2,692 |
| South Atlantic | 70 | 65 | 69 | + 3 | +14 | 4 | 317 |
| Beer: | 215 | 229 | 225 | +15 | -15 | 14 | 165 |
| Middle Atlantic | 202 | 209 | 208 | +29 | -21 | 5 | 89 |
| West North Central | 238 | 265 | 273 | -24 | -13 | 4 | 13 |
| Chemicals, industrial: | 77 | 83 | 83 | + 4 | + 7 | 12 | 2,200 |
| Clothing and furnishings (except shoes): | 90 | 104 | 93 | + 8 | + 3 | 23 | 3,795 |
| Middle Atlantic | 96 | 112 | 102 | +17 | + 6 | 8 | 3,166 |
| South Atlantic | 61 | 71 | 71 | - 3 | + 2 | 4 | 180 |
| Pacific | 74 | 81 | 79 | -19 | -14 | 6 | 163 |
| Coal: | 97 | 97 | 102 | +45 | + 3 | 9 | 7,295 |
| Confectionery: | 130 | 151 | 136 | +14 | 0 | 23 | 622 |
| East North Central | 142 | 142 | 158 | - 2 | + 7 | 5 | 59 |
| South Atlantic | 105 | 125 | 104 | +10 | - 3 | 6 | 223 |
| Dairy and poultry products: | 129 | 177 | 147 | +65 | - 3 | 21 | 4,316 |
| Middle Atlantic | 107 | 160 | 128 | +92 | 0 | 6 | 3,118 |
| East North Central | 181 | 214 | 183 | +20 | + 2 | 7 | 165 |
| Drugs and sundries (liquor excluded): | 101 | 104 | 106 | +13 | + 8 | 81 | 15,587 |
| New England | 102 | 105 | 104 | +14 | + 7 | 9 | 1,182 |
| Middle Atlantic | 89 | 93 | 93 | + 7 | + 3 | 9 | 2,428 |
| East North Central | 96 | 102 | 100 | +20 | + 2 | 11 | 2,362 |
| West North Central | 112 | 118 | 115 | +13 | +11 | 8 | 1,607 |
| South Atlantic | 110 | 115 | 119 | +14 | +15 | 15 | 2,134 |
| East South Central | 99 | 106 | 99 | +21 | + 8 | 10 | 945 |
| West South Central | 97 | 99 | 99 | +11 | + 8 | 12 | 3,111 |
| Dry goods: | 66 | 74 | 78 | + 4 | + 6 | 145 | 42,285 |
| New England | 71 | 74 | 86 | -21 | + 2 | 7 | 611 |
| Middle Atlantic | 75 | 86 | 87 | 0 | + 4 | 40 | 5,640 |
| East North Central | 73 | 83 | 88 | + 4 | +11 | 12 | 2,630 |
| West North Central | 57 | 58 | 66 | - 6 | + 6 | 10 | 9,713 |
| South Atlantic | 72 | 82 | 83 | +20 | + 8 | 21 | 3,151 |
| East South Central | 65 | 76 | 75 | +14 | + 4 | 17 | 3,510 |
| West South Central | 61 | 76 | 69 | + 6 | + 2 | 13 | 2,029 |
| Mountain | 75 | 83 | 93 | +11 | +17 | 4 | 619 |
| Pacific | 77 | 83 | 92 | + 7 | +11 | 15 | 4,452 |
| Farm supplies: | 134 | 112 | 175 | + 5 | +60 | 11 | 2,063 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | February 1948 sample | |
|---|---|---|---|---|---|---|---|
| | February 1948 | February 1947 | January 1948 | Feb. 1948 from Feb. 1947 | Feb. 1948 from Jan. 1948 | No. of firms reporting | Accounts receivable as of February 1, 1948 (add 000) |
| Fresh fruits and vegetables: | 170 | 168 | 192 | + 9 | - 4 | 53 | $1,585 |
| New England | 169 | 176 | 184 | +10 | -13 | 8 | 137 |
| Middle Atlantic | 161 | 164 | 187 | + 6 | + 4 | 12 | 360 |
| East North Central | 208 | 219 | 241 | +10 | -20 | 9 | 239 |
| West North Central | 239 | 206 | 247 | + 7 | - 4 | 5 | 173 |
| South Atlantic | 133 | 136 | 171 | + 9 | + 9 | 10 | 340 |
| Pacific | 130 | 119 | 130 | +21 | - 3 | 4 | 164 |
| Groceries, total: | 145 | 158 | 162 | + 9 | + 7 | 454 | 50,730 |
| Non-affiliated full-line wholesalers: [b] | 151 | 164 | 168 | + 7 | + 6 | 252 | 22,042 |
| New England | 112 | 111 | 105 | -14 | -15 | 4 | 558 |
| Middle Atlantic | 156 | 171 | 155 | +26 | - 9 | 16 | 1,788 |
| East North Central | 164 | 180 | 185 | 0 | + 2 | 32 | 2,243 |
| West North Central | 125 | 162 | 142 | +37 | +16 | 37 | 4,033 |
| South Atlantic | 153 | 170 | 181 | +10 | + 8 | 50 | 2,970 |
| East South Central | 152 | 161 | 164 | + 5 | + 3 | 27 | 1,832 |
| West South Central | 178 | 176 | 204 | - 3 | +14 | 61 | 4,812 |
| Mountain | 125 | 131 | 148 | - 3 | + 7 | 16 | 1,497 |
| Pacific | 146 | 157 | 154 | - 3 | + 2 | 9 | 2,309 |
| Voluntary-group wholesalers: | 145 | 161 | 163 | +12 | + 9 | 113 | 16,163 |
| New England | 105 | 108 | 115 | + 2 | - 9 | 9 | 1,971 |
| Middle Atlantic | 129 | 140 | 151 | +18 | +16 | 27 | 5,270 |
| East North Central | 208 | 228 | 245 | + 6 | +10 | 26 | 1,884 |
| West North Central | 137 | 168 | 147 | +26 | +22 | 23 | 3,653 |
| South Atlantic | 176 | 209 | 209 | +23 | +13 | 6 | 504 |
| Mountain | 164 | 185 | 199 | - 3 | - 1 | 11 | 718 |
| Pacific | 170 | 171 | 177 | 0 | - 5 | 8 | 1,704 |
| Retailer-cooperative warehouses: | 206 | 236 | 266 | +31 | +22 | 17 | 3,049 |
| Middle Atlantic | 187 | 208 | 239 | +40 | +10 | 5 | 769 |
| West North Central | 249 | 230 | 292 | + 1 | +16 | 5 | 646 |
| Specialty lines wholesalers: | 113 | 122 | 120 | 0 | + 3 | 72 | 9,476 |
| New England | 145 | 191 | 184 | +21 | + 8 | 6 | 164 |
| Middle Atlantic | 112 | 114 | 126 | -16 | + 6 | 16 | 2,542 |
| East North Central | 176 | 165 | 168 | + 6 | -12 | 9 | 286 |
| South Atlantic | 138 | 143 | 135 | +17 | - 1 | 13 | 968 |
| West South Central | 99 | 124 | 113 | +17 | + 4 | 5 | 148 |
| Pacific | 104 | 119 | 110 | + 7 | + 3 | 16 | 5,066 |
| Leather and shoe findings: | 57 | 72 | 62 | + 4 | - 1 | 19 | 563 |
| Middle Atlantic | 38 | 58 | 71 | + 3 | - 7 | 5 | 39 |
| East North Central | 58 | 80 | 61 | +31 | 0 | 4 | 72 |
| Meats and meat products: | 247 | 254 | 296 | +25 | - 3 | 40 | 6,965 |
| Middle Atlantic | 220 | 213 | 251 | +22 | + 5 | 11 | 1,689 |
| East North Central | 285 | 281 | 326 | +29 | -14 | 13 | 2,403 |
| South Atlantic | 242 | 239 | 274 | -21 | -29 | 4 | 359 |
| Paper and its products: | 96 | 97 | 96 | + 9 | + 1 | 57 | 8,527 |
| Middle Atlantic | 92 | 97 | 94 | 0 | - 2 | 16 | 2,125 |
| East North Central | 104 | 100 | 97 | + 9 | + 1 | 20 | 4,271 |
| South Atlantic | 94 | 107 | 99 | +38 | +13 | 6 | 673 |
| Petroleum: | 111 | 113 | 122 | +42 | + 6 | 23 | 836 |
| Shoes and other footwear: | 70 | 73 | 85 | +15 | +28 | 25 | 16,603 |
| Tobacco products: | 174 | 188 | 181 | +11 | - 5 | 181 | 11,882 |
| New England | 162 | 174 | 170 | +12 | 0 | 13 | 1,110 |
| Middle Atlantic | 212 | 239 | 227 | +11 | - 2 | 51 | 4,095 |
| East North Central | 166 | 171 | 163 | +15 | - 9 | 33 | 2,697 |
| West North Central | 167 | 159 | 166 | + 3 | -10 | 15 | 632 |
| South Atlantic | 149 | 160 | 167 | +10 | - 3 | 10 | 651 |
| East South Central | 162 | 133 | 145 | + 2 | -15 | 6 | 213 |
| West South Central | 185 | 181 | 177 | +12 | - 6 | 15 | 364 |
| Mountain | 134 | 158 | 139 | +14 | + 1 | 16 | 367 |
| Pacific | 128 | 144 | 139 | + 7 | - 9 | 22 | 1,753 |
| Miscellaneous: | 91 | 98 | 95 | + 8 | + 4 | 11 | 2,700 |

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

[b] Not affiliated with voluntary or cooperative groups.

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Ref

MONTHLY
# WHOLESALE TRADE
REPORT*

DEPARTMENT OF COMMERCE
WILLIAM C. FOSTER, *Acting Secretary*
BUREAU OF THE CENSUS
J. C. Capt, Director

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UNIVERSITY OF ILLINOIS

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## MARCH 1948

FOR RELEASE
APRIL 30, 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 2,954 merchant (service and limited-function) wholesalers representing all parts of the country and various lines of trade.

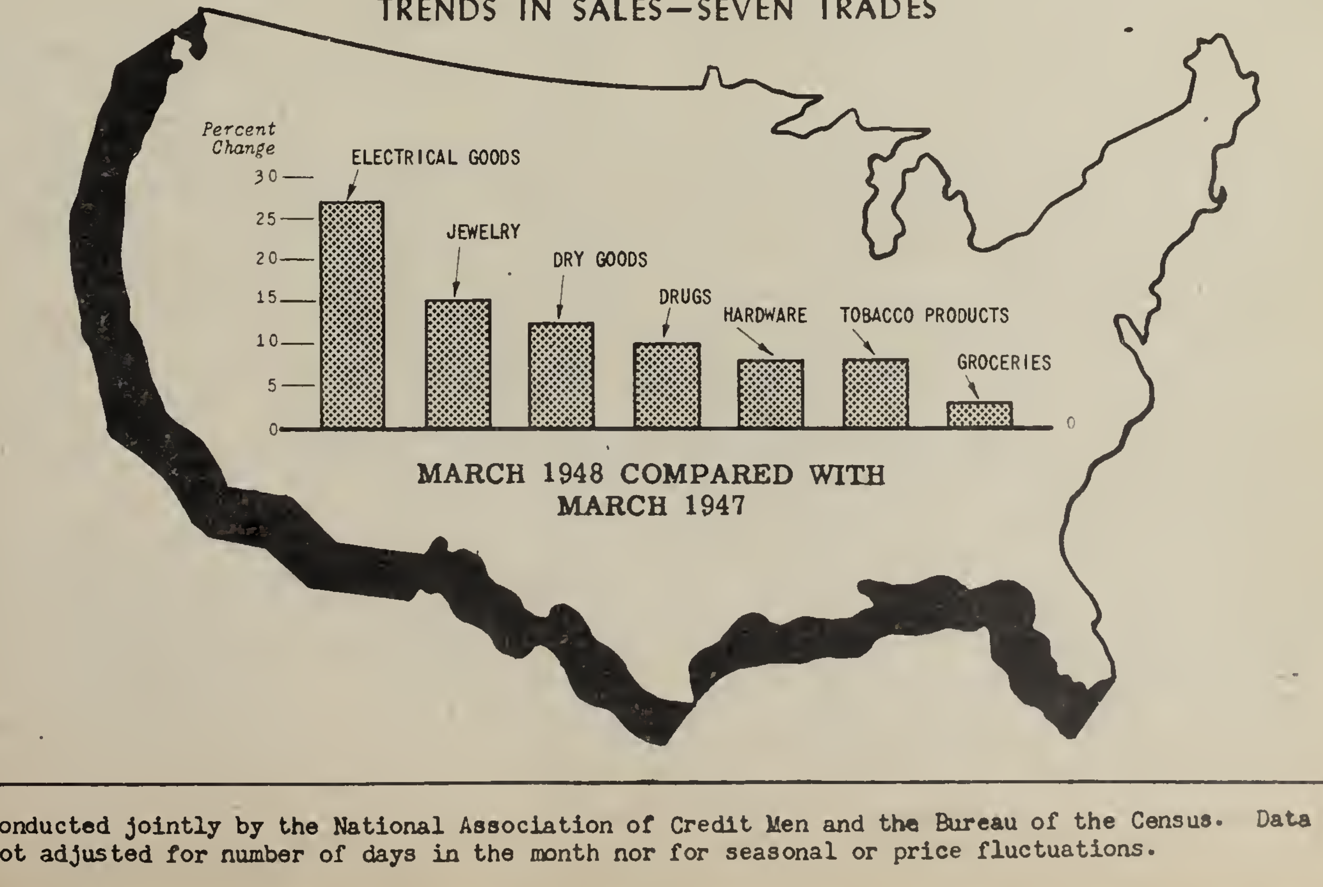
After recording modest increases of 9 percent in January and 5 percent in February over the corresponding months of last year, dollar sales of merchant wholesalers were up 13 percent in March of this year over March 1947. Seasonally, sales were up 16 percent in March over February of this year. For the first quarter of 1948 they were up 9 percent over the first quarter of 1947. It might be interesting to note in this connection that March sales of independent retail stores were up 9 percent over March 1947, and that for the first quarter of 1948 they were up 8 percent.

Of the 37 trades for which data are shown separately in the accompanying tables, all but two (coal and shoes) recorded seasonal gains over February of this year, and all but four showed gains over March of last year. Wholesale trades showing sales gains of 20 percent or more over March of last year included electrical goods, furniture, metals, refrigeration equipment, coal, and petroleum.

March 31 inventories, valued at cost, of 1,926 of the 2,954 wholesalers were up 17 percent over March 31 of last year and up by 3 percent over the end of February of this year. All but five lines of merchandise reported increases over March of last year, with increases ranging up to 25 percent or more in the electrical group, lumber, machinery, plumbing and heating, farm supplies, paper, petroleum, and shoes. Changes in inventories during February were mixed, with 11 of the 37 trades reporting minor decreases; four, no change; and the remainder recording increases ranging from 3 to 11 percent.

Beginning-of-March accounts receivables were up 15 percent from a year earlier, slightly more percentage-wise than the 13 percent increase in sales, thus continuing a trend that has been apparent for some time. In general, collections have been slowing up, the average collection period having increased 5 to 10 days since the close of the war. The collection index (collections during the month divided by accounts receivable at the beginning of the month) dropped from 126 recorded in both March 1945 and 1946 to 110 in 1947 and to 107 in 1948.

TRENDS IN SALES—SEVEN TRADES



MARCH 1948 COMPARED WITH MARCH 1947

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

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## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## MARCH 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1948 sample | | Percent change | | March 1948 sample | | | | |
| | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | 3 mos. 1948 from 3 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | No. of firms reporting | Reported dollar values (add 000) | Mar. 1948 | Mar. 1947 | Feb. 1948 |
| United States total | +13 | +16 | + 9 | 2,954 | $537,479 | +17 | + 3 | 1,926 | $530,907 | 142 | 138 | 160 |
| New England | +16 | +20 | + 6 | 184 | 24,414 | +25 | + 5 | 121 | 21,865 | 144 | 135 | 175 |
| Middle Atlantic | +11 | +16 | + 7 | 617 | 96,137 | +12 | + 4 | 355 | 69,146 | 118 | 118 | 131 |
| East North Central | +12 | +14 | +10 | 562 | 96,201 | +15 | + 2 | 377 | 98,419 | 131 | 129 | 145 |
| West North Central | + 9 | +14 | + 9 | 287 | 65,003 | +20 | + 3 | 216 | 83,048 | 164 | 151 | 180 |
| South Atlantic | +13 | +18 | + 9 | 393 | 53,773 | +27 | + 3 | 258 | 52,665 | 130 | 119 | 150 |
| East South Central | +11 | +20 | + 6 | 168 | 25,710 | +16 | + 1 | 106 | 25,613 | 142 | 139 | 169 |
| West South Central | +14 | +17 | +11 | 257 | 46,948 | +19 | + 3 | 179 | 56,151 | 154 | 151 | 176 |
| Mountain | +12 | +20 | + 9 | 142 | 19,680 | +14 | + 4 | 104 | 24,875 | 165 | 161 | 187 |
| Pacific | +15 | +21 | + 8 | 315 | 63,951 | +12 | + 5 | 204 | 78,281 | 165 | 173 | 192 |
| Automotive supplies | + 5 | +13 | - 3 | 195 | 13,709 | + 8 | - 1 | 113 | 11,758 | 240 | 204 | 261 |
| Middle Atlantic | + 2 | +10 | - 5 | 39 | 980 | +22 | + 2 | 29 | 1,712 | 271 | 235 | 282 |
| East North Central | - 3 | + 4 | - 4 | 38 | 1,837 | + 3 | - 2 | 29 | 2,965 | 191 | 184 | 204 |
| West North Central | - 7 | - 2 | - 7 | 13 | 1,410 | +12 | - 1 | 8 | 808 | 257 | 207 | 216 |
| South Atlantic | - 1 | +20 | - 1 | 13 | 713 | + 2 | - 1 | 8 | 664 | 176 | 181 | 226 |
| West South Central | -15 | +29 | - 5 | 9 | 414 | +14 | - 3 | 7 | 792 | 207 | 152 | 278 |
| Mountain | - 6 | + 1 | - 3 | 11 | 631 | c | c | c | c | c | c | c |
| Pacific | -16 | + 6 | -18 | 46 | 2,601 | + 6 | - 1 | 23 | 3,783 | 304 | 226 | 343 |
| Electrical group, total | +27 | +19 | +22 | 540 | 113,997 | +35 | + 7 | 468 | 133,905 | 124 | 118 | 139 |
| Full-line wholesalers | +30 | +19 | +25 | 359 | 97,268 | +38 | + 6 | 349 | 118,934 | 125 | 118 | 140 |
| New England | +18 | +36 | + 7 | 31 | 5,456 | +59 | +12 | 31 | 8,051 | 148 | 110 | 179 |
| Middle Atlantic | +23 | +23 | +19 | 57 | 14,748 | +43 | + 4 | 53 | 16,954 | 121 | 105 | 145 |
| East North Central | +24 | +12 | +20 | 71 | 23,223 | +28 | + 5 | 69 | 26,744 | 117 | 113 | 126 |
| West North Central | +30 | + 9 | +35 | 32 | 9,789 | +47 | +11 | 32 | 11,730 | 120 | 106 | 117 |
| South Atlantic | +30 | +25 | +25 | 58 | 13,773 | +34 | + 7 | 56 | 15,741 | 119 | 115 | 140 |
| East South Central | +42 | +15 | +36 | 16 | 3,823 | +34 | +12 | 15 | 4,665 | 126 | 135 | 129 |
| West South Central | +41 | +18 | +44 | 42 | 9,516 | +38 | + 7 | 42 | 11,099 | 117 | 119 | 129 |
| Mountain | +34 | +21 | +36 | 16 | 3,390 | +62 | + 9 | 15 | 5,045 | 151 | 125 | 168 |
| Pacific | +41 | +27 | +28 | 36 | 13,550 | +33 | + 4 | 36 | 18,905 | 140 | 148 | 171 |
| Wiring supplies, construction materials distributors | +12 | +12 | + 5 | 107 | 6,185 | +15 | + 3 | 70 | 5,535 | 116 | 114 | 126 |
| New England | + 5 | +16 | - 6 | 11 | 506 | c | o | c | o | c | c | c |
| Middle Atlantic | - 4 | + 9 | - 8 | 29 | 981 | + 9 | + 4 | 18 | 1,131 | 150 | 126 | 155 |
| East North Central | +14 | +12 | + 2 | 28 | 1,351 | +12 | + 1 | 23 | 1,796 | 148 | 154 | 165 |
| West North Central | - 1 | + 6 | +14 | 6 | 372 | c | o | c | c | c | c | c |
| South Atlantic | +22 | +11 | +14 | 13 | 1,853 | +21 | + 3 | 10 | 1,240 | 72 | 74 | 78 |
| East South Central | +66 | +36 | +49 | 5 | 349 | +14 | + 4 | 5 | 255 | 73 | 106 | 95 |
| West South Central | +23 | +25 | +16 | 4 | 177 | c | c | c | c | c | c | c |
| Mountain | +22 | +13 | +16 | 5 | 241 | c | c | c | c | c | c | c |
| Pacific | -12 | + 6 | - 7 | 6 | 355 | +17 | + 6 | 5 | 572 | 166 | 124 | 168 |
| Appliances and specialties wholesalers | +12 | +22 | + 9 | 74 | 10,544 | +20 | +11 | 49 | 9,436 | 123 | 122 | 133 |
| New England | +24 | +32 | +13 | 5 | 551 | +45 | -21 | 5 | 316 | 57 | 49 | 96 |
| Middle Atlantic | +24 | +24 | + 3 | 17 | 2,563 | o | c | c | c | c | c | c |
| East North Central | + 6 | +12 | +15 | 17 | 1,860 | +64 | +11 | 8 | 1,112 | 135 | 83 | 122 |
| West North Central | - 3 | + 9 | + 8 | 7 | 1,416 | -10 | +24 | 6 | 2,048 | 152 | 160 | 134 |
| South Atlantic | + 1 | +28 | + 5 | 10 | 1,574 | +61 | +16 | 9 | 1,496 | 116 | 95 | 138 |
| East South Central | +44 | +55 | +13 | 5 | 765 | +48 | 0 | 5 | 776 | 101 | 98 | 157 |
| West South Central | - 1 | +23 | - 2 | 4 | 906 | c | c | c | c | c | c | c |
| Mountain | +33 | +13 | +37 | 5 | 375 | +111 | +27 | 4 | 388 | 160 | 105 | 135 |
| Pacific | +31 | +22 | + 8 | 4 | 534 | +28 | +15 | 4 | 719 | 135 | 138 | 143 |
| Furniture and house furnishings | +33 | +13 | +18 | 41 | 9,170 | +19 | + 6 | 23 | 6,732 | 92 | 109 | 103 |
| Middle Atlantic | +44 | +26 | +31 | 11 | 2,023 | c | c | c | c | c | c | c |
| East North Central | +29 | +17 | +16 | 4 | 986 | c | c | c | c | c | c | c |
| South Atlantic | +21 | - 7 | +22 | 5 | 744 | c | c | c | c | c | c | c |
| Mountain | +20 | + 4 | +11 | 4 | 395 | c | c | c | c | c | c | c |
| Pacific | +42 | -16 | +15 | 7 | 285 | +29 | +34 | 4 | 225 | 167 | 205 | 111 |
| Hardware | + 8 | +20 | + 7 | 124 | 49,083 | +23 | + 4 | 90 | 81,180 | 210 | 184 | 238 |
| Middle Atlantic | +14 | +22 | +10 | 23 | 6,614 | +28 | + 8 | 15 | 7,487 | 180 | 172 | 200 |
| East North Central | + 5 | + 6 | + 6 | 15 | 8,171 | +15 | + 3 | 13 | 15,793 | 199 | 181 | 204 |
| West North Central | 0 | +21 | + 4 | 17 | 10,976 | +28 | + 3 | 17 | 22,304 | 203 | 159 | 239 |
| South Atlantic | +17 | +23 | +11 | 18 | 2,585 | +52 | + 1 | 14 | 4,353 | 202 | 166 | 257 |
| East South Central | + 8 | +22 | +10 | 12 | 4,244 | +18 | - 1 | 5 | 3,087 | 153 | 145 | 201 |
| West South Central | + 9 | +15 | + 7 | 17 | 5,231 | +21 | + 4 | 11 | 7,780 | 234 | 217 | 251 |
| Pacific | +10 | +24 | + 4 | 13 | 8,626 | +18 | + 6 | 10 | 18,359 | 260 | 234 | 297 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION MARCH 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales$^a$ ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1948 sample | | Percent change | | March 1948 sample | | | | |
| | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | 3 mos. 1948 from 3 mos. 1947$^b$ | No. of firms reporting | Reported dollar sales (add 000) | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | No. of firms reporting | Reported dollar values (add 000) | Mar. 1948 | Mar. 1947 | Feb. 1948 |
| Industrial supplies | +14 | +16 | + 5 | 60 | $9,704 | +22 | + 4 | 38 | $12,730 | 210 | 197 | 252 |
| Middle Atlantic | +12 | +16 | - 2 | 21 | 2,055 | + 7 | - 1 | 13 | 1,797 | 142 | 151 | 174 |
| East North Central | +11 | +27 | + 3 | 7 | 950 | +27 | + 3 | 4 | 340 | 232 | 147 | 249 |
| West North Central | + 2 | - 4 | +20 | 6 | 530 | c | c | o | c | c | o | c |
| South Atlantic | +14 | +32 | +12 | 6 | 692 | +39 | + 5 | 4 | 960 | 166 | 134 | 205 |
| West South Central | +23 | +13 | +10 | 6 | 3,876 | +33 | + 5 | 5 | 6,594 | 233 | 213 | 290 |
| Pacific | + 7 | +19 | - 8 | 6 | 595 | - 9 | - 4 | 4 | 708 | 196 | 231 | 238 |
| Jewelry | +15 | +31 | + 5 | 146 | 5,472 | + 1 | + 5 | 68 | 6,350 | 222 | 241 | 269 |
| Middle Atlantic | +15 | +14 | +14 | 36 | 902 | -11 | - 6 | 13 | 1,196 | 246 | 329 | 296 |
| East North Central | + 8 | +34 | + 4 | 42 | 2,014 | +10 | + 3 | 18 | 2,410 | 196 | 193 | 258 |
| West North Central | +20 | +36 | + 5 | 14 | 809 | + 7 | +11 | 9 | 905 | 225 | 248 | 306 |
| South Atlantic | + 4 | +20 | - 8 | 7 | 300 | c | c | c | c | c | c | c |
| West South Central | +28 | +23 | + 1 | 4 | 177 | c | c | c | c | c | c | o |
| Pacific | +18 | +17 | + 5 | 32 | 715 | 0 | +29 | 17 | 1,080 | 298 | 319 | 277 |
| Lumber and building materials | +19 | +17 | +17 | 55 | 6,889 | +48 | + 3 | 27 | 3,114 | 113 | 95 | 125 |
| Middle Atlantic | +15 | +28 | - 2 | 12 | 941 | c | c | o | c | c | c | c |
| East North Central | +13 | +15 | +17 | 11 | 1,165 | +96 | +15 | 7 | 809 | 111 | 72 | 122 |
| West North Central | + 2 | - 5 | +28 | 5 | 500 | c | c | c | c | c | c | c |
| South Atlantic | +29 | +40 | +19 | 8 | 1,023 | c | c | c | c | c | c | c |
| East South Central | + 1 | +55 | - 8 | 4 | 790 | c | c | c | c | c | c | c |
| Pacific | +28 | - 2 | +33 | 10 | 1,685 | +38 | - 2 | 8 | 1,299 | 121 | 108 | 127 |
| Machinery, equipment, supplies (except electrical) | + 7 | +11 | +11 | 41 | 5,925 | +26 | + 3 | 27 | 7,598 | 160 | 137 | 166 |
| Middle Atlantic | +11 | +10 | +11 | 4 | 683 | c | c | o | c | c | c | c |
| East North Central | 0 | - 5 | - 6 | 8 | 514 | +16 | + 8 | 6 | 652 | 132 | 112 | 116 |
| South Atlantic | +12 | +18 | + 8 | 6 | 327 | + 7 | + 1 | 4 | 271 | 201 | 185 | 242 |
| West South Central | +46 | +20 | +48 | 4 | 2,091 | c | c | c | c | c | c | c |
| Pacific | -17 | +15 | -18 | 8 | 857 | +23 | + 3 | 5 | 1,157 | 271 | 168 | 268 |
| Metals | +20 | +17 | + 8 | 15 | 2,631 | + 9 | - 1 | 11 | 2,894 | 132 | 150 | 161 |
| East North Central | +18 | +22 | + 8 | 4 | 1,146 | c | c | o | c | c | c | c |
| Optical goods | +17 | +33 | - 1 | 8 | 221 | c | c | c | c | c | c | c |
| Middle Atlantic | +22 | +38 | + 1 | 4 | 160 | c | c | c | c | c | c | c |
| Paints and varnishes | - 3 | +20 | +10 | 23 | 1,445 | +24 | + 3 | 11 | 1,002 | 131 | 121 | 150 |
| Middle Atlantic | + 1 | +40 | -15 | 4 | 94 | c | c | c | c | c | c | c |
| East North Central | - 5 | +22 | - 9 | 7 | 602 | c | c | o | c | c | o | c |
| South Atlantic | +36 | +21 | +14 | 4 | 311 | +21 | - 6 | 4 | 323 | 104 | 117 | 133 |
| Plumbing and heating supplies | +15 | +15 | +10 | 59 | 5,200 | +27 | + 6 | 31 | 4,178 | 176 | 150 | 169 |
| New England | +29 | +23 | +27 | 6 | 283 | c | c | c | c | c | c | c |
| Middle Atlantic | +18 | +24 | + 4 | 17 | 1,258 | +18 | +11 | 6 | 428 | 186 | 200 | 173 |
| East North Central | + 6 | + 9 | +10 | 16 | 1,248 | +14 | + 2 | 14 | 2,102 | 191 | 172 | 198 |
| West North Central | + 1 | +19 | + 9 | 6 | 524 | c | c | c | c | c | c | c |
| Pacific | +21 | +29 | + 4 | 4 | 1,056 | c | c | c | o | c | c | c |
| Refrigeration equipment, parts (commercial) | +20 | +22 | - 2 | 20 | 1,209 | +21 | + 3 | 13 | 1,533 | 166 | 169 | 185 |
| Surgical, medical, equipment, supplies | +14 | +12 | +10 | 26 | 2,881 | +14 | + 3 | 20 | 2,757 | 106 | 108 | 117 |
| Middle Atlantic | - 3 | +12 | 0 | 8 | 332 | +17 | + 2 | 6 | 403 | 199 | 160 | 216 |
| East North Central | +20 | +13 | +15 | 7 | 1,893 | + 8 | + 5 | 6 | 1,551 | 82 | 91 | 89 |
| West South Central | +13 | + 3 | + 8 | 4 | 255 | o | o | c | c | o | c | o |
| Beer | +13 | +25 | + 4 | 41 | 1,517 | +24 | 0 | 28 | 608 | 58 | 51 | 72 |
| Middle Atlantic | +11 | +17 | +11 | 9 | 282 | +25 | + 2 | 7 | 100 | 36 | 32 | 41 |
| East North Central | +19 | +26 | + 8 | 11 | 504 | - 6 | + 4 | 6 | 118 | 46 | 57 | 55 |
| West North Central | + 9 | +38 | -11 | 5 | 72 | +90 | - 7 | 4 | 38 | 76 | 38 | 105 |
| South Atlantic | + 8 | +31 | + 2 | 5 | 323 | +58 | + 4 | 4 | 177 | 70 | 46 | 86 |
| East South Central | +36 | +46 | + 9 | 4 | 57 | o | c | c | o | c | c | c |
| Pacific | +15 | +19 | + 5 | 4 | 220 | c | c | c | c | c | c | c |
| Chemicals, industrial | - 9 | + 6 | - 6 | 12 | 1,358 | -11 | + 9 | 7 | 940 | 112 | 102 | 109 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## MARCH 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1948 sample | | Percent change | | March 1948 sample | | | | |
| | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | 3 mos. 1948 from 3 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | No. of firms reporting | Reported dollar values (add 000) | Mar. 1948 | Mar. 1947 | Feb. 1948 |
| Clothing and furnishings (except shoes)........................ | +18 | +23 | + 3 | 31 | $4,753 | +19 | 0 | 15 | $1,390 | 114 | 124 | 168 |
| Middle Atlantic........................ | +18 | +17 | + 7 | 11 | 3,823 | c | c | c | c | c | c | c |
| East North Central........................ | + 4 | + 9 | -18 | 6 | 187 | c | c | c | c | c | c | c |
| Pacific........................ | + 2 | + 9 | -26 | 5 | 133 | c | c | c | c | c | c | c |
| Coal........................ | +31 | - 6 | +37 | 9 | 4,404 | + 7 | -59 | 4 | 624 | 55 | 79 | 134 |
| Confectionery........................ | +13 | +15 | + 6 | 48 | 2,194 | +15 | - 2 | 21 | 935 | 84 | 76 | 96 |
| Middle Atlantic........................ | +21 | +14 | +12 | 6 | 399 | c | c | c | c | c | c | c |
| East North Central........................ | +26 | +20 | +12 | 7 | 324 | c | c | c | c | c | c | c |
| West North Central........................ | + 9 | +18 | + 7 | 4 | 284 | + 2 | - 4 | 4 | 157 | 55 | 59 | 68 |
| South Atlantic........................ | - 1 | + 7 | - 4 | 13 | 514 | +13 | - 6 | 7 | 365 | 99 | 83 | 109 |
| East South Central........................ | +22 | +31 | + 9 | 9 | 439 | c | c | c | c | c | c | c |
| West South Central........................ | +10 | + 3 | - 5 | 4 | 140 | c | c | c | c | c | c | c |
| Dairy and poultry products........................ | + 6 | +14 | + 9 | 30 | 4,367 | -17 | +10 | 18 | 912 | 30 | 41 | 32 |
| Middle Atlantic........................ | - 6 | + 9 | +13 | 6 | 815 | c | c | c | c | c | c | c |
| East North Central........................ | +24 | +15 | +14 | 14 | 1,293 | -16 | - 7 | 8 | 136 | 20 | 27 | 25 |
| Drugs and sundries (liquor excluded)... | +10 | +17 | + 7 | 165 | 43,710 | + 4 | + 3 | 126 | 58,047 | 173 | 181 | 198 |
| New England........................ | +22 | +22 | +10 | 9 | 2,036 | +13 | + 5 | 8 | 2,724 | 161 | 171 | 187 |
| Middle Atlantic........................ | +12 | +21 | + 2 | 21 | 7,358 | + 6 | + 6 | 15 | 7,394 | 157 | 161 | 180 |
| East North Central........................ | +11 | +15 | + 9 | 24 | 7,081 | + 6 | + 4 | 16 | 6,994 | 153 | 156 | 169 |
| West North Central........................ | + 5 | +12 | + 6 | 18 | 4,948 | +13 | + 1 | 17 | 7,449 | 172 | 161 | 189 |
| South Atlantic........................ | + 8 | +14 | + 8 | 27 | 4,855 | + 8 | - 3 | 18 | 5,975 | 194 | 194 | 225 |
| East South Central........................ | + 7 | +18 | + 6 | 17 | 3,419 | +10 | + 1 | 13 | 5,066 | 180 | 175 | 214 |
| West South Central........................ | + 4 | +10 | + 8 | 21 | 5,474 | + 2 | + 2 | 15 | 7,723 | 194 | 193 | 211 |
| Mountain........................ | +13 | +13 | +12 | 11 | 2,048 | + 6 | + 4 | 9 | 3,626 | 183 | 196 | 199 |
| Pacific........................ | +15 | +29 | + 5 | 17 | 6,491 | - 7 | + 5 | 15 | 11,096 | 173 | 214 | 212 |
| Dry goods........................ | +12 | +21 | + 4 | 169 | 46,500 | +16 | + 9 | 115 | 54,837 | 200 | 190 | 222 |
| New England........................ | +17 | +32 | -15 | 7 | 813 | +25 | 0 | 7 | 1,135 | 140 | 131 | 183 |
| Middle Atlantic........................ | +13 | +16 | + 8 | 43 | 6,881 | + 4 | + 5 | 25 | 7,391 | 181 | 188 | 204 |
| East North Central........................ | + 9 | + 6 | - 2 | 12 | 2,148 | +36 | +11 | 11 | 3,535 | 174 | 137 | 164 |
| West North Central........................ | - 4 | +19 | - 3 | 12 | 2,515 | + 7 | +11 | 12 | 6,688 | 266 | 239 | 285 |
| South Atlantic........................ | + 9 | +14 | + 5 | 29 | 4,181 | +23 | + 7 | 20 | 7,140 | 216 | 201 | 232 |
| East South Central........................ | + 1 | +17 | - 9 | 17 | 2,188 | +17 | + 3 | 11 | 3,051 | 193 | 171 | 215 |
| West South Central........................ | + 4 | +32 | -15 | 12 | 1,464 | + 2 | + 4 | 9 | 2,024 | 180 | 187 | 233 |
| Mountain........................ | + 2 | + 2 | - 1 | 8 | 696 | +11 | +15 | 6 | 1,294 | 237 | 217 | 209 |
| Pacific........................ | +31 | +22 | +14 | 17 | 4,600 | c | c | c | c | c | c | c |
| Farm supplies........................ | + 6 | +37 | + 6 | 14 | 6,171 | +35 | -12 | 7 | 1,168 | 92 | 80 | 128 |
| East North Central........................ | +18 | +16 | +26 | 4 | 462 | c | c | c | c | c | c | c |
| Fresh fruits and vegetables........................ | + 9 | +18 | - 1 | 72 | 5,358 | - 8 | - 4 | 44 | 1,031 | 29 | 36 | 35 |
| New England........................ | + 8 | +21 | + 3 | 8 | 443 | +22 | +14 | 6 | 33 | 11 | 10 | 11 |
| Middle Atlantic........................ | +10 | +22 | + 3 | 16 | 1,271 | + 3 | + 3 | 10 | 80 | 13 | 17 | 16 |
| East North Central........................ | + 2 | +13 | 0 | 16 | 863 | - 5 | + 5 | 10 | 276 | 41 | 43 | 44 |
| West North Central........................ | - 5 | +21 | + 7 | 5 | 375 | c | c | c | c | c | c | c |
| South Atlantic........................ | - 4 | +12 | - 2 | 13 | 713 | + 9 | + 3 | 7 | 81 | 22 | 20 | 23 |
| East South Central........................ | +21 | +14 | +15 | 5 | 335 | c | c | c | c | c | c | c |
| Pacific........................ | +24 | +18 | + 8 | 7 | 1,173 | -25 | -13 | 5 | 390 | 36 | 59 | 49 |
| Groceries, total........................ | + 3 | +16 | + 2 | 570 | 94,424 | 0 | - 1 | 360 | 93,294 | 153 | 159 | 178 |
| Non-affiliated full-line wholesalers[d]........................ | + 2 | +19 | + 2 | 310 | 41,322 | - 2 | - 1 | 191 | 44,737 | 159 | 169 | 191 |
| New England........................ | + 1 | +20 | - 9 | 6 | 951 | c | c | c | c | c | c | c |
| Middle Atlantic........................ | + 5 | +11 | + 7 | 21 | 1,982 | + 8 | 0 | 8 | 1,334 | 138 | 141 | 154 |
| East North Central........................ | - 1 | +18 | - 3 | 37 | 4,532 | - 6 | - 4 | 24 | 5,519 | 200 | 218 | 242 |
| West North Central........................ | + 7 | +18 | + 6 | 41 | 5,684 | + 5 | - 3 | 30 | 9,583 | 212 | 223 | 256 |
| South Atlantic........................ | + 1 | +17 | 0 | 64 | 6,968 | + 9 | + 1 | 31 | 4,382 | 135 | 126 | 157 |
| East South Central........................ | 0 | +21 | - 3 | 32 | 3,720 | - 9 | - 4 | 20 | 3,655 | 132 | 144 | 167 |
| West South Central........................ | + 1 | +17 | +10 | 83 | 12,347 | + 5 | - 2 | 57 | 11,552 | 125 | 126 | 150 |
| Mountain........................ | + 1 | +27 | - 7 | 18 | 2,451 | -14 | + 1 | 15 | 4,816 | 226 | 262 | 286 |
| Pacific........................ | 0 | +28 | - 5 | 8 | 2,687 | c | c | c | c | c | c | c |
| Voluntary-group wholesalers........................ | + 3 | +12 | 0 | 148 | 32,694 | + 2 | - 2 | 109 | 34,901 | 162 | 162 | 184 |
| New England........................ | +10 | +23 | + 6 | 10 | 1,525 | + 5 | + 4 | 5 | 1,207 | 135 | 148 | 151 |
| Middle Atlantic........................ | + 3 | +12 | + 2 | 35 | 8,785 | -14 | 0 | 17 | 3,312 | 147 | 172 | 163 |
| East North Central........................ | + 7 | +16 | + 2 | 44 | 10,266 | - 4 | - 6 | 36 | 11,425 | 140 | 157 | 174 |
| West North Central........................ | - 8 | 0 | - 7 | 26 | 5,172 | +16 | 0 | 24 | 11,197 | 223 | 176 | 220 |
| South Atlantic........................ | + 6 | +19 | + 2 | 10 | 1,560 | + 5 | - 5 | 6 | 1,102 | 138 | 137 | 175 |
| Mountain........................ | + 1 | +28 | - 6 | 12 | 1,659 | +16 | - 1 | 12 | 2,709 | 163 | 143 | 212 |
| Pacific........................ | + 8 | +10 | + 3 | 8 | 3,091 | - 6 | + 1 | 7 | 3,463 | 136 | 158 | 151 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## MARCH 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1948 sample | | Percent change | | March 1948 sample | | | | |
| | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | 3 mos. 1948 from 3 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | No. of firms reporting | Reported dollar values (add 000) | Mar. 1948 | Mar. 1947 | Feb. 1948 |
| Retailer-cooperative warehouses | +19 | +16 | +16 | 21 | $8,432 | +14 | - 1 | 12 | $6,318 | 148 | 153 | 172 |
| Middle Atlantic | +26 | +18 | +22 | 7 | 1,970 | c | c | c | c | c | c | c |
| West North Central | +11 | +14 | + 7 | 5 | 1,873 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | - 1 | +21 | - 2 | 91 | 11,976 | -11 | + 6 | 48 | 7,338 | 104 | 116 | 113 |
| New England | + 6 | +13 | + 5 | 7 | 348 | -21 | -12 | 4 | 115 | 41 | 57 | 55 |
| Middle Atlantic | - 8 | +22 | - 7 | 23 | 3,622 | -17 | + 2 | 12 | 2,173 | 130 | 154 | 142 |
| East North Central | - 5 | +11 | + 1 | 10 | 530 | -14 | - 3 | 4 | 123 | 86 | 92 | 78 |
| South Atlantic | - 5 | + 3 | + 2 | 21 | 1,498 | +20 | + 1 | 9 | 1,239 | 111 | 86 | 108 |
| East South Central | + 1 | + 4 | - 2 | 4 | 390 | c | c | c | c | c | c | c |
| West South Central | + 4 | +31 | - 6 | 5 | 369 | c | c | c | c | c | c | c |
| Pacific | + 4 | +29 | 0 | 17 | 4,877 | -15 | +16 | 12 | 3,088 | 99 | 115 | 108 |
| Leather and shoe findings | -14 | +28 | -14 | 33 | 555 | + 5 | 0 | 15 | 1,151 | 388 | 311 | 453 |
| East North Central | - 1 | +39 | - 8 | 7 | 96 | c | c | c | c | c | c | c |
| West North Central | -10 | +29 | -10 | 4 | 36 | c | c | c | c | c | c | c |
| Pacific | -24 | +11 | -20 | 6 | 270 | + 2 | - 1 | 4 | 585 | 406 | 291 | 393 |
| Meats and meat products | +15 | +18 | +17 | 42 | 18,974 | +22 | - 6 | 35 | 11,029 | 69 | 65 | 87 |
| Middle Atlantic | +11 | - 3 | +23 | 11 | 4,330 | + 5 | - 5 | 11 | 2,326 | 54 | 56 | 55 |
| East North Central | +11 | +26 | +20 | 13 | 6,168 | +30 | - 7 | 11 | 4,608 | 82 | 70 | 110 |
| South Atlantic | + 6 | +47 | + 1 | 5 | 1,327 | c | c | c | c | c | c | c |
| East South Central | +19 | +37 | +11 | 4 | 1,676 | c | c | c | c | c | c | c |
| Paper and its products | + 6 | + 6 | + 5 | 66 | 8,680 | +36 | + 3 | 33 | 5,152 | 137 | 103 | 140 |
| New England | + 8 | +21 | - 2 | 4 | 294 | c | c | c | c | c | c | c |
| Middle Atlantic | - 6 | + 6 | - 4 | 22 | 2,386 | +59 | - 1 | 13 | 1,333 | 110 | 62 | 111 |
| East North Central | +11 | + 2 | + 7 | 18 | 4,019 | +35 | +11 | 7 | 1,416 | 113 | 94 | 113 |
| West North Central | + 3 | + 8 | + 7 | 5 | 313 | c | c | c | c | c | c | c |
| South Atlantic | + 8 | +11 | +11 | 9 | 815 | c | c | c | c | c | c | c |
| Petroleum | +36 | +14 | +33 | 7 | 543 | +28 | - 7 | 5 | 339 | 73 | 79 | 86 |
| Shoes and other footwear | +15 | 0 | +17 | 30 | 27,493 | +36 | 0 | 19 | 9,384 | 68 | 57 | 65 |
| New England | +10 | +19 | - 1 | 4 | 640 | c | c | c | c | c | c | c |
| Middle Atlantic | - 5 | +21 | - 5 | 7 | 1,072 | c | c | c | c | c | c | c |
| South Atlantic | +15 | +15 | + 6 | 4 | 2,739 | c | c | c | c | c | c | c |
| Pacific | - 3 | +14 | - 9 | 7 | 421 | c | c | c | c | c | c | c |
| Tobacco products | + 8 | +14 | + 2 | 251 | 36,316 | + 2 | + 3 | 126 | 12,398 | 62 | 65 | 68 |
| New England | +16 | +11 | +11 | 18 | 3,919 | +15 | - 1 | 5 | 178 | 44 | 48 | 53 |
| Middle Atlantic | + 3 | +14 | - 0 | 67 | 13,245 | 0 | + 5 | 40 | 6,870 | 68 | 69 | 73 |
| East North Central | +12 | +15 | + 5 | 48 | 7,137 | - 7 | 0 | 20 | 2,090 | 56 | 68 | 65 |
| West North Central | +10 | +16 | 0 | 30 | 3,796 | +25 | + 4 | 15 | 1,032 | 57 | 58 | 66 |
| South Atlantic | + 6 | + 9 | 0 | 18 | 2,242 | + 7 | - 1 | 13 | 1,086 | 56 | 55 | 62 |
| East South Central | + 6 | + 4 | - 3 | 7 | 608 | +23 | + 2 | 4 | 248 | 53 | 44 | 54 |
| West South Central | + 6 | +10 | - 4 | 19 | 1,278 | - 5 | - 3 | 6 | 147 | 67 | 67 | 75 |
| Mountain | + 4 | +15 | - 1 | 20 | 1,252 | 0 | - 4 | 15 | 463 | 65 | 67 | 77 |
| Pacific | +17 | +20 | + 4 | 24 | 2,839 | + 1 | +25 | 9 | 284 | 47 | 50 | 45 |
| Miscellaneous | +11 | + 8 | + 3 | 11 | 2,626 | +25 | + 6 | 5 | 1,838 | 204 | 177 | 215 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## MARCH 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | March 1948 sample | |
|---|---|---|---|---|---|---|---|
| | March 1948 | March 1947 | February 1948 | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | No. of firms reporting | Accounts receivable as of March 31, 1948 (add 000) |
| United States total | 107 | 110 | 99 | +15 | + 3 | 2,332 | $362,910 |
| New England | 100 | 100 | 91 | +13 | + 3 | 149 | 17,761 |
| Middle Atlantic | 116 | 119 | 107 | +12 | + 1 | 498 | 65,751 |
| East North Central | 113 | 113 | 108 | +12 | + 3 | 440 | 61,016 |
| West North Central | 105 | 115 | 100 | +19 | + 5 | 232 | 49,559 |
| South Atlantic | 106 | 107 | 94 | +15 | + 1 | 307 | 39,679 |
| East South Central | 105 | 109 | 97 | +15 | 0 | 134 | 17,946 |
| West South Central | 111 | 113 | 104 | +17 | + 2 | 205 | 31,369 |
| Mountain | 117 | 121 | 107 | +11 | - 1 | 110 | 11,310 |
| Pacific | 102 | 105 | 94 | +14 | + 2 | 250 | 46,493 |
| Automotive supplies | 83 | 88 | 82 | - 1 | + 1 | 138 | 7,166 |
| Middle Atlantic | 75 | 79 | 76 | +10 | - 5 | 35 | 811 |
| East North Central | 100 | 99 | 103 | - 3 | + 6 | 34 | 1,550 |
| West North Central | 81 | 87 | 81 | + 4 | +11 | 11 | 1,575 |
| South Atlantic | 81 | 90 | 87 | - 2 | - 7 | 9 | 341 |
| West South Central | 71 | 74 | 68 | + 2 | - 9 | 6 | 383 |
| Mountain | 86 | 104 | 81 | +12 | + 3 | 8 | 570 |
| Pacific | 79 | 81 | 74 | -13 | - 5 | 26 | 1,498 |
| Electrical group, total | 95 | 92 | 85 | +23 | + 1 | 502 | 104,622 |
| Full-line wholesalers | 94 | 90 | 84 | +24 | + 1 | 355 | 92,305 |
| New England | 89 | 89 | 79 | + 9 | - 4 | 31 | 5,129 |
| Middle Atlantic | 95 | 97 | 85 | +25 | + 1 | 57 | 14,364 |
| East North Central | 97 | 93 | 91 | +15 | 0 | 69 | 19,101 |
| West North Central | 89 | 85 | 81 | +39 | + 5 | 32 | 11,172 |
| South Atlantic | 92 | 89 | 79 | +21 | - 2 | 58 | 13,672 |
| East South Central | 94 | 90 | 82 | +50 | + 1 | 16 | 4,384 |
| West South Central | 93 | 83 | 85 | +32 | + 3 | 40 | 8,233 |
| Mountain | 99 | 87 | 88 | +15 | - 5 | 16 | 3,089 |
| Pacific | 94 | 86 | 81 | +29 | + 2 | 36 | 13,161 |
| Wiring supplies, construction materials distributors | 96 | 94 | 82 | +14 | + 4 | 86 | 5,638 |
| New England | 85 | 87 | 79 | - 3 | + 2 | 9 | 415 |
| Middle Atlantic | 93 | 99 | 87 | + 2 | + 1 | 21 | 923 |
| East North Central | 86 | 96 | 87 | + 5 | + 1 | 21 | 906 |
| West North Central | 80 | 87 | 78 | +28 | - 5 | 4 | 256 |
| South Atlantic | 113 | 96 | 78 | +27 | +16 | 11 | 1,947 |
| East South Central | 103 | 90 | 93 | +47 | - 7 | 5 | 291 |
| West South Central | 77 | 99 | 94 | +14 | + 3 | 4 | 153 |
| Mountain | 79 | 83 | 69 | +21 | + 4 | 5 | 311 |
| Pacific | 74 | 91 | 80 | + 1 | -10 | 6 | 436 |
| Appliances and specialties wholesalers | 114 | 114 | 105 | +10 | + 6 | 61 | 6,679 |
| New England | 125 | 102 | 123 | -17 | +24 | 4 | 120 |
| Middle Atlantic | 123 | 142 | 100 | +24 | +16 | 11 | 1,123 |
| East North Central | 120 | 125 | 124 | +17 | + 7 | 15 | 1,255 |
| West North Central | 98 | 94 | 96 | + 8 | + 3 | 7 | 1,470 |
| South Atlantic | 151 | 142 | 138 | 0 | + 8 | 10 | 998 |
| East South Central | 113 | 119 | 94 | +36 | + 2 | 5 | 576 |
| West South Central | 91 | 75 | 77 | - 5 | 0 | 4 | 919 |
| Furniture and house furnishings | 93 | 94 | 90 | +31 | +12 | 33 | 7,752 |
| Middle Atlantic | 105 | 98 | 96 | +35 | +18 | 10 | 1,615 |
| Pacific | 79 | 74 | 77 | +27 | +11 | 7 | 424 |
| Hardware | 89 | 99 | 88 | +14 | + 9 | 113 | 41,833 |
| Middle Atlantic | 83 | 87 | 80 | +16 | +10 | 21 | 6,372 |
| East North Central | 88 | 89 | 90 | +14 | +14 | 15 | 8,099 |
| West North Central | 94 | 112 | 95 | +16 | +14 | 17 | 9,435 |
| South Atlantic | 89 | 95 | 81 | +21 | 0 | 18 | 2,563 |
| East South Central | 80 | 86 | 88 | +17 | +11 | 8 | 2,633 |
| West South Central | 100 | 107 | 92 | +15 | - 1 | 15 | 3,704 |
| Pacific | 89 | 94 | 88 | + 2 | + 5 | 13 | 7,683 |
| Industrial supplies | 91 | 88 | 89 | + 8 | + 6 | 52 | 8,075 |
| Middle Atlantic | 96 | 85 | 85 | -10 | + 7 | 18 | 1,654 |
| East North Central | 95 | 87 | 92 | - 8 | - 1 | 7 | 821 |
| West North Central | 102 | 109 | 105 | +24 | + 5 | 6 | 526 |
| South Atlantic | 98 | 84 | 83 | +19 | + 2 | 4 | 606 |
| West South Central | 98 | 95 | 104 | +22 | +15 | 5 | 2,609 |
| Pacific | 62 | 64 | 60 | - 9 | + 7 | 5 | 659 |

(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## MARCH 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | March 1948 sample | |
|---|---|---|---|---|---|---|---|
| | March 1948 | March 1947 | February 1948 | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | No. of firms reporting | Accounts receivable as of March 31, 1948 (add 000) |
| Jewelry | 62 | 66 | 60 | + 6 | +15 | 106 | $ 5,283 |
| Middle Atlantic | 61 | 58 | 63 | + 5 | +13 | 26 | 812 |
| East North Central | 66 | 72 | 63 | + 7 | +16 | 30 | 1,920 |
| West North Central | 74 | 78 | 74 | +10 | +31 | 12 | 760 |
| South Atlantic | 59 | 70 | 57 | + 2 | +25 | 5 | 276 |
| Pacific | 52 | 53 | 47 | 0 | + 3 | 24 | 1,073 |
| Lumber and building materials | 104 | 106 | 98 | +13 | + 2 | 49 | 5,662 |
| Middle Atlantic | 75 | 61 | 70 | -21 | - 2 | 9 | 840 |
| South Atlantic | 123 | 140 | 105 | +24 | + 9 | 7 | 690 |
| Pacific | 100 | 105 | 98 | +39 | + 5 | 10 | 1,639 |
| Machinery, equipment, supplies (except electrical) | 85 | 88 | 76 | +22 | + 9 | 30 | 5,650 |
| East North Central | 83 | 82 | 80 | - 5 | + 2 | 7 | 396 |
| South Atlantic | 86 | 84 | 64 | - 4 | -13 | 4 | 140 |
| Pacific | 77 | 88 | 59 | + 9 | +25 | 6 | 895 |
| Metals | 119 | 106 | 106 | +17 | - 1 | 14 | 2,036 |
| Optical goods | 76 | 92 | 74 | + 7 | +12 | 8 | 222 |
| Middle Atlantic | 73 | 92 | 71 | + 5 | + 9 | 4 | 162 |
| Paints and varnishes | 73 | 77 | 66 | +20 | +13 | 21 | 1,439 |
| East North Central | 72 | 72 | 67 | +27 | +19 | 7 | 763 |
| South Atlantic | 78 | 85 | 64 | +31 | + 7 | 4 | 371 |
| Plumbing and heating supplies | 84 | 87 | 85 | +13 | - 2 | 55 | 5,187 |
| New England | 77 | 81 | 78 | +32 | + 9 | 5 | 277 |
| Middle Atlantic | 83 | 84 | 82 | +10 | 0 | 15 | 1,164 |
| East North Central | 82 | 88 | 84 | +17 | - 1 | 15 | 1,383 |
| West North Central | 84 | 88 | 83 | - 4 | - 5 | 6 | 548 |
| Pacific | 77 | 76 | 77 | + 1 | - 3 | 4 | 1,005 |
| Refrigeration equipment, parts (commercial) | 123 | 108 | 116 | + 6 | + 6 | 16 | 800 |
| Surgical, medical, equipment, supplies | 62 | 60 | 58 | + 8 | + 3 | 26 | 4,201 |
| Middle Atlantic | 57 | 66 | 53 | + 9 | - 3 | 8 | 512 |
| East North Central | 63 | 57 | 57 | +11 | + 5 | 7 | 2,769 |
| West South Central | 67 | 69 | 63 | +12 | 0 | 4 | 359 |
| Beer | 221 | 236 | 218 | +18 | +12 | 14 | 235 |
| Middle Atlantic | 183 | 201 | 202 | +27 | +10 | 5 | 98 |
| Chemicals, industrial | 89 | 92 | 84 | - 4 | +12 | 11 | 1,371 |
| Clothings and furnishings (except shoes) | 99 | 107 | 88 | +21 | +11 | 26 | 4,445 |
| Middle Atlantic | 110 | 116 | 94 | +26 | + 6 | 9 | 3,419 |
| East North Central | 83 | 96 | 68 | +19 | +32 | 4 | 196 |
| Pacific | 70 | 75 | 67 | -30 | - 5 | 5 | 160 |
| Coal | 116 | 121 | 113 | +56 | - 2 | 9 | 4,099 |
| Confectionery | 137 | 161 | 121 | +16 | + 2 | 21 | 587 |
| East North Central | 140 | 150 | 142 | + 3 | + 5 | 5 | 62 |
| South Atlantic | 112 | 135 | 100 | +17 | + 8 | 6 | 247 |
| Dairy and poultry products | 199 | 233 | 175 | +23 | - 3 | 21 | 1,527 |
| Middle Atlantic | 220 | 297 | 172 | +21 | - 9 | 4 | 246 |
| East North Central | 163 | 189 | 157 | +38 | + 2 | 8 | 253 |
| Drugs and sundries (liquor excluded) | 107 | 108 | 101 | +13 | - 2 | 78 | 14,636 |
| New England | 119 | 122 | 109 | +30 | - 1 | 5 | 615 |
| Middle Atlantic | 103 | 99 | 95 | +12 | + 1 | 11 | 3,528 |
| East North Central | 101 | 107 | 98 | +18 | + 1 | 11 | 2,173 |
| West North Central | 120 | 122 | 112 | + 7 | - 4 | 8 | 1,538 |
| South Atlantic | 125 | 125 | 110 | +13 | -10 | 15 | 1,927 |
| East South Central | 100 | 105 | 99 | +19 | - 6 | 9 | 873 |
| West South Central | 99 | 100 | 97 | + 9 | - 2 | 14 | 3,733 |
| Dry Goods | 76 | 82 | 70 | +10 | + 8 | 150 | 37,390 |
| New England | 83 | 87 | 65 | +12 | +16 | 6 | 783 |
| Middle Atlantic | 86 | 86 | 80 | + 7 | + 8 | 39 | 5,607 |
| East North Central | 83 | 79 | 76 | + 8 | + 7 | 12 | 2,477 |
| West North Central | 73 | 82 | 68 | - 1 | + 6 | 12 | 2,940 |
| South Atlantic | 78 | 83 | 72 | +13 | + 1 | 25 | 4,727 |
| East South Central | 81 | 87 | 78 | + 4 | - 1 | 17 | 2,532 |
| West South Central | 73 | 80 | 67 | 0 | - 2 | 12 | 1,732 |
| Mountain | 87 | 86 | 92 | + 2 | +12 | 6 | 625 |
| Pacific | 79 | 96 | 75 | +45 | +10 | 15 | 4,781 |
| Farm supplies | 138 | 141 | 160 | - 7 | +47 | 10 | 2,945 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

### MARCH 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | March 1948 sample | |
|---|---|---|---|---|---|---|---|
| | March 1948 | March 1947 | February 1948 | Mar. 1948 from Mar. 1947 | Mar. 1948 from Feb. 1948 | No. of firms reporting | Accounts receivable as of March 31, 1948 (add 000) |
| Fresh fruits and vegetables | 193 | 180 | 174 | + 3 | + 6 | 56 | $ 1,918 |
| New England | 194 | 207 | 172 | +16 | +10 | 8 | 187 |
| Middle Atlantic | 168 | 143 | 163 | + 1 | +25 | 12 | 435 |
| East North Central | 232 | 241 | 208 | + 1 | - 9 | 10 | 222 |
| West North Central | 251 | 249 | 222 | + 7 | 0 | 4 | 90 |
| South Atlantic | 159 | 157 | 151 | + 4 | 0 | 11 | 298 |
| East South Central | 221 | 166 | 186 | -12 | - 9 | 4 | 129 |
| Pacific | 203 | 186 | 173 | + 2 | + 8 | 5 | 471 |
| Groceries, total | 167 | 170 | 149 | + 3 | - 6 | 443 | 43,629 |
| Non-affiliated full-line wholesalers[b] | 167 | 171 | 151 | + 2 | - 4 | 243 | 19,602 |
| New England | 124 | 110 | 105 | - 8 | + 1 | 4 | 602 |
| Middle Atlantic | 169 | 168 | 159 | +11 | - 3 | 15 | 949 |
| East North Central | 191 | 177 | 161 | - 8 | - 7 | 32 | 2,064 |
| West North Central | 150 | 177 | 131 | +23 | - 9 | 32 | 3,069 |
| South Atlantic | 175 | 178 | 160 | + 2 | - 2 | 48 | 2,818 |
| East South Central | 162 | 173 | 150 | + 3 | + 3 | 26 | 1,863 |
| West South Central | 195 | 196 | 176 | - 1 | - 4 | 61 | 4,634 |
| Mountain | 143 | 154 | 130 | 0 | - 6 | 17 | 1,468 |
| Pacific | 128 | 126 | 124 | - 4 | 0 | 8 | 2,115 |
| Voluntary-group wholesalers | 172 | 174 | 153 | + 4 | - 5 | 114 | 14,424 |
| New England | 189 | 166 | 150 | - 3 | - 9 | 8 | 640 |
| Middle Atlantic | 153 | 155 | 131 | + 7 | - 9 | 27 | 4,847 |
| East North Central | 263 | 245 | 214 | + 1 | - 6 | 27 | 1,898 |
| West North Central | 142 | 167 | 137 | +13 | - 2 | 23 | 3,587 |
| South Atlantic | 225 | 213 | 185 | + 1 | -10 | 7 | 505 |
| Mountain | 163 | 166 | 164 | - 1 | +18 | 11 | 850 |
| Pacific | 182 | 165 | 170 | - 5 | - 2 | 8 | 1,667 |
| Retailer-cooperative warehouses | 224 | 248 | 205 | +27 | 0 | 16 | 2,987 |
| Middle Atlantic | 227 | 211 | 187 | +24 | - 9 | 5 | 703 |
| West North Central | 286 | 227 | 249 | -14 | - 6 | 5 | 609 |
| Specialty lines wholesalers | | | | | | | |
| New England | 170 | 175 | 140 | +14 | + 5 | 5 | 151 |
| Middle Atlantic | 127 | 128 | 117 | -19 | -15 | 19 | 2,216 |
| East North Central | 162 | 205 | 172 | +18 | +11 | 8 | 302 |
| South Atlantic | 139 | 144 | 137 | +15 | -10 | 13 | 744 |
| West South Central | 120 | 130 | 96 | + 8 | - 6 | 4 | 133 |
| Pacific | 119 | 130 | 101 | + 6 | -16 | 14 | 2,694 |
| Leather and shoe findings | 65 | 83 | 59 | - 2 | - 1 | 21 | 620 |
| East North Central | 73 | 101 | 61 | +27 | - 3 | 5 | 89 |
| Pacific | 68 | 85 | 62 | -11 | - 2 | 4 | 334 |
| Meats and meat products | 269 | 263 | 232 | + 2 | -10 | 39 | 6,054 |
| Middle Atlantic | 227 | 232 | 220 | + 8 | -10 | 11 | 1,706 |
| East North Central | 304 | 251 | 236 | -19 | -20 | 12 | 1,609 |
| South Atlantic | 320 | 286 | 242 | -21 | - 1 | 4 | 355 |
| East South Central | 315 | 277 | 226 | - 8 | -16 | 4 | 473 |
| Paper and its products | 99 | 96 | 92 | + 8 | - 3 | 59 | 8,256 |
| New England | 92 | 97 | 69 | +11 | - 3 | 4 | 302 |
| Middle Atlantic | 99 | 98 | 89 | + 2 | - 4 | 18 | 2,129 |
| East North Central | 103 | 96 | 99 | +12 | + 1 | 18 | 3,941 |
| South Atlantic | 100 | 93 | 90 | + 9 | -13 | 8 | 664 |
| Petroleum | 87 | 91 | 85 | +65 | - 6 | 4 | 351 |
| Shoes and other footwear | 79 | 78 | 69 | +29 | +23 | 27 | 20,740 |
| New England | 36 | 32 | 31 | 0 | +17 | 4 | 1,241 |
| Middle Atlantic | 68 | 72 | 57 | +26 | +20 | 7 | 1,352 |
| Pacific | 76 | 97 | 54 | +13 | + 2 | 7 | 506 |
| Tobacco products | 194 | 207 | 163 | +15 | - 6 | 171 | 11,764 |
| New England | 183 | 183 | 162 | +14 | + 1 | 12 | 1,110 |
| Middle Atlantic | 231 | 252 | 203 | +11 | - 1 | 53 | 4,781 |
| East North Central | 201 | 192 | 182 | +20 | - 1 | 26 | 1,922 |
| West North Central | 141 | 159 | 58 | +20 | -52 | 16 | 712 |
| South Atlantic | 181 | 196 | 175 | + 9 | + 1 | 12 | 813 |
| East South Central | 188 | 139 | 163 | -11 | -15 | 5 | 176 |
| West South Central | 127 | 141 | 114 | +20 | - 1 | 11 | 335 |
| Mountain | 136 | 188 | 132 | +10 | - 2 | 17 | 391 |
| Pacific | 140 | 151 | 125 | +26 | + 2 | 19 | 1,524 |
| Miscellaneous | 95 | 97 | 92 | + 8 | - 4 | 9 | 2,415 |

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

[b] Not affiliated with voluntary or cooperative groups.

42X81

Ref

MONTHLY
# WHOLESALE TRADE
REPORT*

DEPARTMENT OF COMMERCE
CHARLES SAWYER, *Secretary*
BUREAU OF THE CENSUS
J. C. Capt, Director

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JUN 8 1948
UNIVERSITY OF ILLINOIS

## SALES, INVENTORIES, AND CREDITS
### UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

FOR RELEASE
JUNE 4, 1948

### APRIL 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,002 merchant wholesalers representing all parts of the country and the various lines of trade. April sales of the 3,002 wholesalers amounted to $540,335,000.

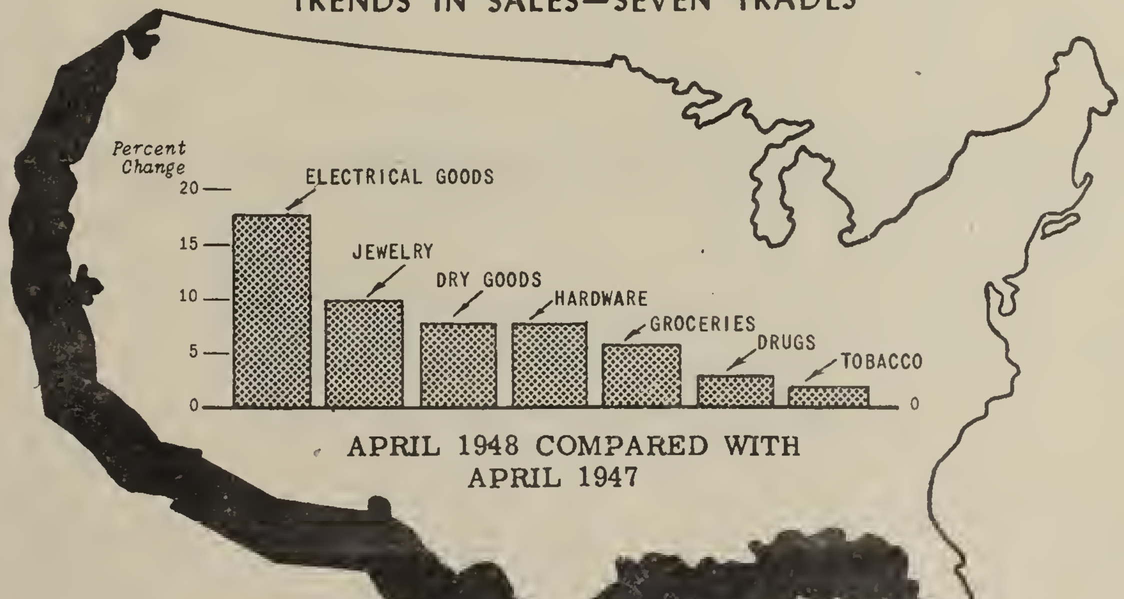
Dollar sales during April of the 3,002 firms were up 10 percent from April of last year but recorded little or no change from March of this year. The levelling off from March to April of this year may be accounted for by the difference in number of days between the two months. Sales for the first four months of 1948 were up 10 percent from the first four months of 1947. It might be of interest in this connection to note that April sales of independent retail stores were up 6 percent over April of last year, and that for the first four months of 1948 they were up 8 percent.

Of the 37 trades for which data are shown separately in the accompanying tables, all but four showed gains over last year. Automotive supplies and paper recorded little or no change, while modest declines were noted for optical goods and refrigeration equipment. Trades showing sales gains of 20 percent or more included furniture, lumber, metals, plumbing and heating, farm supplies, meats, and petroleum. All but four trades recorded sales gains over the first four months of last year, with increases of 25 percent or more in the case of furniture, coal, meats, and petroleum.

April 30 inventories, valued at cost, of 1,983 of the 3,002 wholesalers were up 14 percent over April 30 of last year but they were off slightly (1%) from March of this year. Twenty-nine of the 36 trades for which inventory data are shown, recorded inventory increases over April of last year ranging up to 30 percent or more for electrical goods, furniture and house furnishings, lumber, beer, farm supplies, paper and its products, and shoes. The trend from March to April of this year was mixed with 18 trades reporting gains, and 18 recording moderate decreases.

Beginning of April accounts receivable as recorded by 2,386 wholesalers were up 15 percent from a year earlier, five points more than the 10 percent increase in sales during the same period. This would indicate an increase in the credit period, a trend which has been apparent for some time. Beginning of April receivables were up six percent from March. The collection index (collections during the month divided by accounts receivable at the beginning of the month) declined from 106 in April 1947 to 104 in March of this year and to 102 in April of this year.

TRENDS IN SALES—SEVEN TRADES



APRIL 1948 COMPARED WITH
APRIL 1947

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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

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## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1948 sample | | Percent change | | April 1948 sample | | | | |
| | Apr. 1948 from Apr. 1947 | Apr. 1948 from Mar. 1948 | 4 mos. 1948 from 4 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Apr. 1948 from Apr. 1947 | Apr. 1948 from Mar. 1948 | No. of firms reporting | Reported dollar values (add 000) | Apr. 1948 | Apr. 1947 | Mar. 1948 |
| United States total | +10 | 0 | +10 | 3,002 | $540,335 | +14 | - 1 | 1,983 | $566,202 | 143 | 139 | 144 |
| New England | + 4 | - 5 | + 6 | 207 | 24,594 | +24 | + 1 | 137 | 25,228 | 155 | 131 | 149 |
| Middle Atlantic | + 7 | - 3 | + 8 | 639 | 97,846 | +14 | 0 | 390 | 72,835 | 116 | 110 | 116 |
| East North Central | +12 | + 5 | +10 | 558 | 104,630 | +15 | 0 | 366 | 104,151 | 125 | 123 | 132 |
| West North Central | + 9 | 0 | +10 | 310 | 68,048 | +14 | - 4 | 237 | 90,905 | 162 | 154 | 171 |
| South Atlantic | + 9 | - 2 | + 9 | 389 | 52,471 | +22 | 0 | 251 | 52,634 | 135 | 122 | 130 |
| East South Central | +10 | - 1 | + 7 | 170 | 26,563 | +12 | - 2 | 104 | 25,844 | 140 | 140 | 141 |
| West South Central | +14 | + 4 | +12 | 263 | 45,582 | +16 | 0 | 188 | 54,477 | 148 | 149 | 155 |
| Mountain | +14 | + 4 | +10 | 134 | 19,640 | + 8 | - 2 | 96 | 22,317 | 152 | 158 | 160 |
| Pacific | +11 | - 3 | + 9 | 289 | 56,371 | + 9 | + 2 | 189 | 73,282 | 174 | 177 | 166 |
| Automotive supplies | 0 | + 6 | - 3 | 195 | 14,533 | +10 | - 1 | 114 | 12,002 | 230 | 199 | 253 |
| Middle Atlantic | 0 | + 5 | - 4 | 38 | 1,019 | +10 | 0 | 31 | 1,553 | 214 | 198 | 226 |
| East North Central | - 4 | + 4 | - 4 | 31 | 1,489 | + 2 | + 3 | 22 | 2,408 | 203 | 189 | 202 |
| West North Central | - 2 | +11 | - 5 | 27 | 2,834 | +13 | - 5 | 21 | 3,886 | 240 | 224 | 288 |
| South Atlantic | + 6 | + 3 | 0 | 12 | 755 | - 4 | + 3 | 6 | 673 | 234 | 251 | 213 |
| West South Central | - 9 | +24 | - 6 | 7 | 462 | + 3 | - 1 | 5 | 821 | 192 | 167 | 243 |
| Mountain | 0 | + 8 | - 2 | 11 | 789 | c | c | c | c | c | c | c |
| Pacific | -15 | + 9 | -17 | 45 | 1,949 | +36 | + 1 | 23 | 1,824 | 302 | 167 | 338 |
| Electrical group, total | +18 | + 3 | +21 | 542 | 117,636 | +31 | + 1 | 474 | 137,487 | 122 | 111 | 125 |
| Full-line wholesalers | +19 | + 3 | +23 | 371 | 101,981 | +31 | + 1 | 360 | 121,794 | 121 | 111 | 124 |
| New England | + 5 | + 1 | + 7 | 31 | 5,840 | +43 | - 2 | 31 | 8,279 | 142 | 104 | 145 |
| Middle Atlantic | +14 | 0 | +18 | 56 | 14,263 | +33 | - 1 | 53 | 16,653 | 120 | 103 | 121 |
| East North Central | +17 | + 9 | +18 | 70 | 25,661 | +26 | + 2 | 68 | 27,489 | 109 | 101 | 117 |
| West North Central | +18 | + 3 | +30 | 36 | 10,484 | +39 | + 2 | 36 | 12,400 | 118 | 100 | 119 |
| South Atlantic | +19 | 0 | +24 | 61 | 13,842 | +25 | + 3 | 58 | 16,281 | 123 | 118 | 119 |
| East South Central | +35 | +11 | +35 | 21 | 4,940 | +27 | 0 | 20 | 5,075 | 105 | 112 | 117 |
| West South Central | +33 | +13 | +40 | 43 | 10,748 | +38 | + 3 | 43 | 11,725 | 109 | 106 | 119 |
| Mountain | +29 | + 4 | +33 | 17 | 3,657 | +35 | - 2 | 16 | 4,941 | 137 | 131 | 146 |
| Pacific | +21 | - 7 | +27 | 36 | 12,546 | +26 | + 1 | 35 | 18,951 | 152 | 146 | 140 |
| Wiring supplies, construction materials distributors | + 4 | 0 | + 5 | 107 | 6,114 | +14 | + 2 | 68 | 5,099 | 116 | 108 | 114 |
| New England | - 6 | - 6 | - 5 | 13 | 516 | + 4 | + 2 | 4 | 194 | 242 | 190 | 230 |
| Middle Atlantic | - 6 | + 5 | - 6 | 32 | 1,251 | +11 | - 1 | 20 | 1,308 | 144 | 116 | 151 |
| East North Central | 0 | 0 | + 1 | 20 | 912 | +25 | + 1 | 14 | 938 | 130 | 107 | 127 |
| West North Central | +13 | + 5 | +15 | 6 | 618 | c | c | c | c | c | c | c |
| South Atlantic | +14 | - 2 | +14 | 17 | 1,867 | +13 | + 7 | 15 | 1,635 | 90 | 92 | 83 |
| West South Central | + 7 | - 3 | +17 | 4 | 185 | c | c | c | c | c | c | c |
| Mountain | +12 | +17 | +15 | 5 | 282 | c | c | c | c | c | c | c |
| Pacific | -16 | + 3 | - 9 | 7 | 212 | + 2 | - 1 | 5 | 316 | 194 | 165 | 199 |
| Appliances and specialties wholesalers | +12 | 0 | +11 | 64 | 9,541 | +49 | + 1 | 46 | 10,594 | 137 | 108 | 139 |
| New England | +20 | - 5 | +23 | 5 | 613 | c | c | c | c | c | c | c |
| Middle Atlantic | +10 | -10 | + 5 | 18 | 2,960 | +47 | - 2 | 9 | 3,219 | 157 | 121 | 154 |
| East North Central | +19 | +11 | +16 | 11 | 1,323 | +80 | - 1 | 7 | 925 | 106 | 72 | 118 |
| West North Central | + 8 | +12 | + 8 | 7 | 874 | +15 | + 4 | 6 | 951 | 117 | 110 | 129 |
| South Atlantic | +11 | +13 | + 7 | 7 | 1,515 | +108 | + 1 | 5 | 1,165 | 99 | 62 | 111 |
| West South Central | -11 | - 5 | - 5 | 4 | 860 | c | c | c | c | c | c | c |
| Pacific | +17 | +12 | +10 | 4 | 444 | +18 | 0 | 4 | 671 | 151 | 151 | 170 |
| Furniture and house furnishings | +27 | - 5 | +25 | 36 | 5,444 | +33 | + 6 | 19 | 3,152 | 97 | 91 | 84 |
| New England | + 3 | -13 | +12 | 4 | 724 | c | c | c | c | c | c | c |
| Middle Atlantic | +39 | -17 | +35 | 9 | 1,558 | +40 | +23 | 5 | 563 | 63 | 67 | 41 |
| East North Central | +24 | + 1 | +19 | 4 | 1,000 | c | c | c | c | c | c | c |
| South Atlantic | +42 | + 4 | +26 | 5 | 776 | c | c | c | c | c | c | c |
| Pacific | +55 | - 1 | +19 | 7 | 281 | +36 | + 5 | 4 | 236 | 183 | 223 | 167 |
| Hardware | + 8 | + 5 | + 7 | 127 | 52,865 | +22 | - 2 | 92 | 81,770 | 157 | 175 | 212 |
| New England | + 4 | - 4 | + 7 | 5 | 889 | +11 | - 3 | 4 | 1,725 | 254 | 226 | 250 |
| Middle Atlantic | + 8 | + 5 | +10 | 25 | 7,083 | +22 | - 2 | 17 | 7,633 | 166 | 164 | 181 |
| East North Central | + 4 | + 7 | + 6 | 16 | 10,366 | +14 | 0 | 14 | 20,145 | 199 | 181 | 212 |
| West North Central | + 7 | + 9 | + 5 | 18 | 12,467 | +25 | - 8 | 18 | 21,822 | 175 | 150 | 207 |
| South Atlantic | +16 | + 1 | +12 | 15 | 2,710 | +45 | - 3 | 12 | 4,682 | 204 | 173 | 211 |
| East South Central | + 8 | + 3 | + 9 | 12 | 4,363 | + 6 | - 9 | 5 | 2,824 | 140 | 150 | 153 |
| West South Central | +14 | + 6 | + 9 | 16 | 5,062 | +15 | + 4 | 10 | 6,801 | 227 | 224 | 228 |
| Mountain | +26 | +14 | +14 | 7 | 2,511 | c | c | c | c | c | c | c |
| Pacific | + 4 | - 3 | + 4 | 13 | 7,414 | +29 | + 1 | 9 | 14,855 | 258 | 204 | 252 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION APRIL 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1948 sample | | Percent change | | April 1948 sample | | | | |
| | Apr. 1948 from Apr. 1947 | Apr. 1948 from Mar. 1948 | 4 mos. 1948 from 4 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Apr. 1948 from Apr. 1947 | Apr. 1948 from Mar. 1948 | No. of firms reporting | Reported dollar values (add 000) | Apr. 1948 | Apr. 1947 | Mar. 1948 |
| Industrial supplies | + 3 | - 4 | + 5 | 69 | $9,080 | +19 | + 1 | 46 | $13,928 | 216 | 190 | 204 |
| New England | + 8 | + 6 | + 3 | 8 | 739 | c | c | c | c | c | c | c |
| Middle Atlantic | - 7 | - 6 | - 2 | 24 | 2,321 | + 9 | + 1 | 16 | 2,527 | 163 | 147 | 148 |
| East North Central | + 1 | -16 | + 4 | 10 | 962 | +32 | + 5 | 7 | 622 | 191 | 141 | 173 |
| South Atlantic | - 1 | - 6 | + 8 | 7 | 667 | +36 | - 2 | 6 | 1,171 | 178 | 130 | 170 |
| West South Central | +12 | - 4 | +10 | 5 | 2,720 | +25 | + 1 | 5 | 6,651 | 245 | 219 | 233 |
| Pacific | -16 | -14 | - 7 | 5 | 428 | c | c | c | c | c | c | c |
| Jewelry | +10 | - 1 | + 8 | 153 | 6,700 | 0 | + 1 | 72 | 10,248 | 240 | 263 | 248 |
| New England | +20 | -10 | +10 | 7 | 406 | c | c | c | c | c | c | c |
| Middle Atlantic | + 8 | - 2 | +14 | 42 | 1,241 | + 1 | + 3 | 14 | 1,805 | 275 | 283 | 268 |
| East North Central | +14 | 0 | + 8 | 44 | 2,228 | + 8 | - 3 | 20 | 3,179 | 199 | 217 | 215 |
| West North Central | +12 | + 1 | + 8 | 13 | 1,010 | -10 | - 2 | 7 | 1,141 | 201 | 242 | 214 |
| South Atlantic | - 2 | -12 | - 6 | 6 | 254 | c | c | c | c | c | c | c |
| West South Central | -15 | -31 | - 3 | 5 | 90 | c | c | c | c | c | c | c |
| Pacific | + 6 | + 3 | + 5 | 30 | 1,359 | - 2 | + 5 | 19 | 3,263 | 285 | 302 | 299 |
| Lumber and building materials | +21 | +11 | +17 | 53 | 8,807 | +47 | + 6 | 27 | 3,714 | 84 | 69 | 95 |
| Middle Atlantic | +20 | +25 | + 5 | 13 | 2,498 | +34 | + 1 | 5 | 762 | 42 | 38 | 58 |
| East North Central | +26 | +21 | +18 | 10 | 1,138 | +72 | 0 | 7 | 817 | 98 | 78 | 119 |
| South Atlantic | + 9 | + 3 | +16 | 8 | 1,058 | c | c | c | c | c | c | c |
| East South Central | +32 | +18 | + 1 | 4 | 931 | c | c | c | c | c | c | c |
| Pacific | +25 | - 5 | +32 | 10 | 1,906 | +33 | + 5 | 7 | 1,319 | 133 | 124 | 131 |
| Machinery, equipment, supplies (except electrical) | + 6 | + 6 | + 9 | 43 | 4,679 | +10 | - 1 | 29 | 5,739 | 153 | 142 | 164 |
| Metals | +24 | + 3 | +11 | 17 | 4,004 | + 5 | - 1 | 12 | 4,460 | 131 | 158 | 135 |
| Optical goods | - 2 | - 8 | 0 | 10 | 251 | -28 | + 1 | 5 | 151 | 159 | 220 | 155 |
| Paints and varnishes | + 8 | +25 | +11 | 25 | 1,900 | +24 | - 1 | 13 | 1,307 | 131 | 116 | 156 |
| Plumbing and heating supplies | +21 | + 8 | +12 | 60 | 5,527 | +27 | + 1 | 32 | 4,029 | 155 | 149 | 174 |
| New England | +22 | + 8 | +26 | 7 | 342 | c | c | c | c | c | c | c |
| Middle Atlantic | + 9 | 0 | + 5 | 17 | 1,260 | +25 | + 5 | 6 | 449 | 176 | 161 | 186 |
| East North Central | +21 | +16 | +13 | 14 | 1,330 | + 9 | 0 | 12 | 1,786 | 154 | 173 | 180 |
| West North Central | +35 | +20 | +10 | 7 | 530 | c | c | c | c | c | c | c |
| Pacific | +24 | + 5 | +10 | 4 | 1,104 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | - 4 | +12 | - 3 | 16 | 672 | - 6 | - 4 | 10 | 807 | 209 | 200 | 243 |
| Surgical, medical, equipment supplies | + 8 | 0 | + 8 | 25 | 2,827 | +17 | + 3 | 17 | 2,506 | 105 | 97 | 102 |
| Middle Atlantic | +13 | + 3 | + 2 | 7 | 221 | +24 | + 9 | 5 | 237 | 269 | 245 | 251 |
| East North Central | + 5 | - 4 | +12 | 7 | 1,952 | +15 | + 4 | 5 | 1,668 | 92 | 83 | 85 |
| Beer | + 7 | + 8 | + 5 | 40 | 1,613 | +35 | + 4 | 27 | 607 | 54 | 44 | 58 |
| Middle Atlantic | +14 | +19 | +12 | 8 | 307 | c | c | c | c | c | c | c |
| East North Central | + 6 | + 5 | + 8 | 11 | 527 | c | c | c | c | c | c | c |
| South Atlantic | + 8 | +11 | + 4 | 6 | 371 | c | c | c | c | c | c | c |
| Pacific | +10 | + 7 | + 6 | 4 | 240 | c | c | c | c | c | c | c |
| Chemicals, industrial | +14 | + 9 | - 3 | 11 | 1,167 | + 8 | - 7 | 6 | 724 | 111 | 116 | 142 |

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(Continued on next page)

# TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1948 sample | | Percent change | | April 1948 sample | | | | |
| | Apr. 1948 from Apr. 1947 | Apr. 1948 from Mar. 1948 | 4 mos. 1948 from 4 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Apr. 1948 from Apr. 1947 | Apr. 1948 from Mar. 1948 | No. of firms reporting | Reported dollar values (add 000) | Apr. 1948 | Apr. 1947 | Mar. 1948 |
| Clothing and furnishings (except shoes)........................ | + 7 | - 8 | + 4 | 30 | $4,084 | +20 | +11 | 14 | $1,304 | 187 | 163 | 136 |
| Middle Atlantic...................... | +13 | - 7 | + 9 | 11 | 3,563 | c | c | c | c | c | c | c |
| East North Central.................. | -24 | - 8 | -20 | 6 | 173 | c | c | c | c | c | c | c |
| South Atlantic....................... | - 6 | -14 | - 7 | 5 | 171 | c | c | c | c | c | c | c |
| Pacific.............................. | -30 | -22 | -27 | 5 | 105 | c | c | c | c | c | c | c |
| Coal.................................. | +13 | -23 | +26 | 9 | 4,142 | c | c | c | c | c | c | c |
| Confectionery......................... | + 7 | - 6 | + 5 | 50 | 2,120 | + 7 | -11 | 25 | 1,220 | 84 | 81 | 89 |
| Middle Atlantic...................... | + 9 | - 6 | +10 | 6 | 342 | c | c | c | c | c | c | c |
| East North Central.................. | +16 | - 4 | +13 | 7 | 310 | c | c | c | c | c | c | c |
| West North Central.................. | - 2 | - 6 | + 4 | 4 | 267 | c | c | c | c | c | c | c |
| South Atlantic....................... | - 9 | -13 | - 5 | 12 | 270 | c | c | c | c | c | c | c |
| East South Central.................. | +13 | -10 | +10 | 10 | 427 | c | c | c | c | c | c | c |
| West South Central.................. | + 6 | - 7 | - 3 | 4 | 130 | c | c | c | c | c | c | c |
| Dairy and poultry products............ | + 9 | - 5 | +11 | 26 | 3,054 | 0 | -11 | 18 | 671 | 26 | 28 | 27 |
| Middle Atlantic...................... | - 3 | -24 | +14 | 4 | 320 | c | c | c | c | c | c | c |
| Drugs and sundries (liquor excluded)... | + 3 | - 6 | + 6 | 167 | 40,236 | + 5 | - 2 | 127 | 56,224 | 180 | 174 | 173 |
| New England.......................... | + 4 | - 9 | + 9 | 14 | 2,234 | +16 | - 2 | 11 | 3,392 | 180 | 157 | 165 |
| Middle Atlantic...................... | - 2 | - 7 | + 3(d) | 17 | 5,715 | + 4 | - 3 | 11 | 5,019 | 150 | 134 | 147 |
| East North Central.................. | + 6 | - 2 | + 9 | 24 | 6,910 | + 9 | - 4 | 17 | 6,942 | 149 | 144 | 152 |
| West North Central.................. | + 5 | - 3 | + 6 | 19 | 4,861 | +12 | - 2 | 17 | 7,323 | 174 | 164 | 172 |
| South Atlantic....................... | + 3 | - 6 | + 7 | 27 | 4,570 | + 7 | - 3 | 18 | 5,815 | 201 | 192 | 194 |
| East South Central.................. | 0 | - 8 | + 4 | 17 | 3,154 | +14 | - 1 | 13 | 5,054 | 197 | 174 | 182 |
| West South Central.................. | + 5 | - 2 | + 7 | 21 | 4,916 | - 1 | - 1 | 16 | 7,836 | 202 | 214 | 199 |
| Mountain............................. | +11 | - 5 | +12 | 12 | 2,046 | + 9 | + 1 | 10 | 3,882 | 195 | 199 | 183 |
| Pacific.............................. | - 1 | -10 | + 3 | 16 | 5,830 | - 3 | 0 | 14 | 10,961 | 190 | 194 | 171 |
| Dry goods............................. | + 8 | -11 | + 5 | 179 | 49,764 | + 7 | + 2 | 129 | 90,489 | 214 | 215 | 189 |
| New England.......................... | + 9 | -15 | -10 | 10 | 866 | + 8 | + 7 | 10 | 1,817 | 210 | 212 | 167 |
| Middle Atlantic...................... | + 8 | -17 | +11 | 48 | 8,410 | + 2 | + 5 | 28 | 8,303 | 167 | 174 | 137 |
| East North Central.................. | + 3 | -11 | 0 | 14 | 2,654 | +27 | + 4 | 13 | 5,435 | 206 | 168 | 177 |
| West North Central.................. | + 3 | - 5 | - 1 | 14 | 7,192 | + 6 | + 8 | 13 | 16,015 | 224 | 218 | 197 |
| South Atlantic....................... | - 2 | -11 | + 3 | 27 | 3,503 | +16 | + 2 | 19 | 6,943 | 252 | 216 | 217 |
| East South Central.................. | - 6 | -14 | + 9 | 16 | 2,342 | +13 | + 2 | 9 | 4,068 | 239 | 193 | 195 |
| West South Central.................. | + 6 | - 3 | -12 | 12 | 1,423 | - 3 | - 2 | 9 | 1,991 | 179 | 204 | 180 |
| Mountain............................. | + 3 | -14 | + 3 | 8 | 924 | +18 | + 1 | 6 | 1,476 | 183 | 166 | 158 |
| Pacific.............................. | +18 | - 6 | +15 | 15 | 4,404 | - 8 | + 4 | 9 | 5,402 | 229 | 293 | 231 |
| Farm supplies......................... | +22 | -19 | +10 | 16 | 5,249 | +38 | -14 | 8 | 1,143 | 84 | 67 | 90 |
| Middle Atlantic...................... | - 8 | - 1 | +11 | 4 | 888 | c | c | c | c | c | c | c |
| Fresh fruits and vegetables........... | +12 | +14 | + 2 | 65 | 4,299 | + 6 | - 2 | 40 | 447 | 18 | 20 | 21 |
| New England.......................... | 0 | + 7 | + 2 | 9 | 400 | c | c | c | c | c | c | c |
| Middle Atlantic...................... | + 5 | +17 | + 3 | 14 | 1,405 | c | c | c | c | c | c | c |
| East North Central.................. | +11 | +14 | + 5 | 14 | 721 | c | c | c | c | c | c | c |
| West North Central.................. | +10 | +19 | +10 | 4 | 236 | c | c | c | c | c | c | c |
| South Atlantic....................... | +31 | +24 | + 6 | 12 | 960 | c | c | c | c | c | c | c |
| East South Central.................. | +25 | + 8 | +17 | 6 | 226 | c | c | c | c | c | c | c |
| Pacific.............................. | +18 | + 4 | +10 | 4 | 202 | c | c | c | c | c | c | c |
| Groceries, total...................... | + 6 | + 1 | + 4 | 591 | 95,980 | - 3 | - 5 | 364 | 89,087 | 145 | 158 | 155 |
| Non-affiliated full-line wholesalers [d]........................ | + 5 | + 1 | + 4 | 336 | 43,776 | - 3 | - 5 | 202 | 45,788 | 150 | 165 | 159 |
| New England.......................... | - 2 | - 3 | - 8 | 6 | 918 | c | c | c | c | c | c | c |
| Middle Atlantic...................... | +15 | - 4 | +10 | 23 | 3,578 | +14 | + 3 | 9 | 3,220 | 131 | 138 | 119 |
| East North Central.................. | - 3 | + 2 | 0 | 51 | 4,400 | - 6 | - 3 | 24 | 5,481 | 184 | 196 | 193 |
| West North Central.................. | + 7 | + 3 | + 7 | 42 | 5,888 | - 1 | -15 | 31 | 8,284 | 174 | 191 | 211 |
| South Atlantic....................... | + 3 | + 1 | + 1 | 66 | 7,107 | + 9 | - 4 | 32 | 4,203 | 130 | 120 | 137 |
| East South Central.................. | 0 | - 4 | - 3 | 35 | 4,300 | -12 | - 5 | 24 | 4,035 | 123 | 138 | 124 |
| West South Central.................. | + 9 | + 2 | +10 | 89 | 12,541 | +11 | - 4 | 63 | 12,220 | 131 | 133 | 139 |
| Mountain............................. | 0 | + 3 | - 5 | 16 | 2,259 | -21 | - 4 | 13 | 4,245 | 222 | 278 | 236 |
| Pacific.............................. | + 9 | + 1 | 0 | 8 | 2,785 | c | c | c | c | c | c | c |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1948 sample | | Percent change | | April 1948 sample | | | | |
| | Apr. 1948 from Apr. 1947 | Apr. 1948 from Mar. 1948 | 4 mos. 1948 from 4 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Apr. 1948 from Apr. 1947 | Apr. 1948 from Mar. 1948 | No. of firms reporting | Reported dollar values (add 000) | Apr. 1948 | Apr. 1947 | Mar. 1948 |
| Voluntary-group wholesalers | + 3 | + 1 | + 1 | 144 | $32,340 | - 2 | - 7 | 103 | $30,486 | 154 | 159 | 170 |
| New England | +10 | + 4 | + 6 | 12 | 2,808 | + 3 | - 9 | 5 | 1,100 | 125 | 147 | 135 |
| Middle Atlantic | + 2 | - 4 | + 2 | 36 | 8,504 | -15 | -10 | 19 | 3,329 | 129 | 149 | 150 |
| East North Central | + 2 | + 2 | + 2 | 40 | 9,175 | - 8 | - 8 | 32 | 9,108 | 140 | 152 | 155 |
| West North Central | - 2 | + 7 | - 5 | 26 | 5,514 | + 3 | - 6 | 24 | 10,581 | 197 | 188 | 223 |
| South Atlantic | + 9 | + 4 | + 5 | 10 | 1,619 | + 4 | - 1 | 5 | 866 | 139 | 133 | 142 |
| Pacific | + 6 | + 2 | + 3 | 5 | 2,430 | + 4 | - 2 | 4 | 2,505 | 133 | 135 | 139 |
| Retailer-cooperative warehouses | +16 | + 5 | +16 | 22 | 8,068 | + 5 | -10 | 12 | 5,537 | 138 | 145 | 145 |
| Middle Atlantic | +13 | - 5 | +20 | 7 | 1,871 | c | c | c | c | c | c | c |
| West North Central | +14 | + 3 | + 9 | 4 | 1,645 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | +16 | + 3 | + 2 | 89 | 11,796 | -14 | + 3 | 47 | 7,276 | 100 | 132 | 101 |
| New England | + 3 | + 5 | + 5 | 8 | 367 | c | c | c | c | c | c | c |
| Middle Atlantic | +24 | + 7 | 0 | 23 | 3,879 | - 6 | - 5 | 12 | 2,074 | 107 | 118 | 118 |
| East North Central | + 1 | + 4 | + 1 | 12 | 608 | -10 | - 3 | 5 | 169 | 74 | 95 | 92 |
| South Atlantic | + 2 | - 6 | + 5 | 18 | 1,278 | - 5 | - 2 | 10 | 1,114 | 99 | 107 | 95 |
| West South Central | + 3 | - 2 | - 3 | 6 | 380 | c | c | c | c | c | c | c |
| Pacific | +21 | + 2 | + 3 | 15 | 4,805 | -22 | +12 | 10 | 3,377 | 105 | 169 | 102 |
| Leather and shoe findings | + 4 | +22 | -11 | 26 | 485 | + 3 | - 1 | 14 | 1,198 | 349 | 344 | 410 |
| Middle Atlantic | +11 | +29 | - 9 | 6 | 49 | c | c | c | c | c | c | c |
| East North Central | + 5 | +23 | - 4 | 6 | 123 | c | c | c | c | c | c | c |
| West North Central | + 3 | +20 | - 6 | 5 | 78 | c | c | c | c | c | c | c |
| Pacific | 0 | +18 | -17 | 4 | 142 | c | c | c | c | c | c | c |
| Meats and meat products | +39 | +13 | +29 | 39 | 22,474 | +29 | + 4 | 34 | 12,492 | 58 | 62 | 63 |
| Middle Atlantic | + 6 | + 3 | +18 | 11 | 4,443 | + 7 | - 4 | 11 | 2,234 | 50 | 50 | 54 |
| East North Central | +64 | +21 | +32 | 13 | 11,595 | +52 | +18 | 11 | 6,535 | 60 | 64 | 61 |
| South Atlantic | +42 | + 3 | + 9 | 5 | 1,373 | +27 | + 8 | 4 | 594 | 43 | 48 | 42 |
| Paper and its products | - 1 | - 2 | + 3 | 66 | 8,841 | +41 | + 8 | 31 | 5,301 | 137 | 94 | 126 |
| New England | - 1 | - 4 | - 2 | 4 | 283 | c | c | c | c | c | c | c |
| Middle Atlantic | + 3 | + 2 | - 2 | 21 | 2,358 | +59 | + 3 | 12 | 1,306 | 112 | 65 | 106 |
| East North Central | - 7 | - 7 | + 3 | 21 | 4,280 | +44 | + 3 | 9 | 1,772 | 120 | 75 | 109 |
| South Atlantic | - 7 | - 1 | + 6 | 8 | 758 | c | c | c | c | c | c | c |
| Petroleum | +28 | - 1 | +34 | 26 | 1,137 | +24 | +12 | 24 | 646 | 61 | 64 | 54 |
| Shoes and other footwear | + 8 | - 6 | +15 | 29 | 25,652 | +48 | - 5 | 19 | 9,140 | 82 | 52 | 69 |
| Tobacco products | + 2 | 0 | + 2 | 251 | 32,719 | + 6 | + 1 | 133 | 11,636 | 60 | 57 | 59 |
| New England | + 4 | + 2 | +10 | 21 | 2,776 | +22 | + 1 | 8 | 345 | 50 | 43 | 49 |
| Middle Atlantic | 0 | + 1 | 0 | 65 | 12,450 | + 7 | + 3 | 39 | 6,456 | 67 | 63 | 66 |
| East North Central | + 4 | + 1 | + 4 | 50 | 6,422 | + 2 | + 1 | 22 | 1,605 | 55 | 56 | 54 |
| West North Central | + 8 | - 4 | + 2 | 32 | 3,633 | - 1 | - 4 | 17 | 920 | 61 | 63 | 56 |
| South Atlantic | + 2 | + 4 | + 1 | 17 | 2,375 | + 1 | - 7 | 12 | 953 | 47 | 47 | 52 |
| East South Central | - 9 | + 1 | - 3 | 10 | 1,180 | + 7 | - 6 | 4 | 245 | 43 | 37 | 52 |
| West South Central | - 1 | - 5 | - 2 | 21 | 1,616 | +14 | + 3 | 9 | 374 | 54 | 44 | 46 |
| Mountain | - 3 | - 6 | - 2 | 20 | 1,171 | + 6 | + 4 | 15 | 488 | 74 | 66 | 66 |
| Pacific | + 4 | + 1 | + 4 | 15 | 1,096 | + 7 | + 1 | 7 | 250 | 46 | 42 | 45 |
| Miscellaneous | + 8 | - 3 | + 4 | 10 | 2,394 | +26 | - 1 | 8 | 2,573 | 160 | 133 | 123 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d Revised.
e Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION APRIL 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages a | | | Accounts receivable percent change | | April 1948 sample | |
|---|---|---|---|---|---|---|---|
| | April 1948 | April 1947 | March 1948 | April 1948 from April 1947 | April 1948 from March 1948 | No. of firms reporting | Accounts receivable as of April 1, 1948 (add 000) |
| United States total | 102 | 106 | 104 | +15 | + 6 | 2,386 | $411,744 |
| New England | 95 | 103 | 99 | +16 | + 7 | 170 | 22,469 |
| Middle Atlantic | 114 | 121 | 118 | +15 | + 6 | 522 | 71,009 |
| East North Central | 109 | 112 | 107 | +10 | + 2 | 438 | 67,836 |
| West North Central | 93 | 97 | 97 | +14 | + 9 | 246 | 61,586 |
| South Atlantic | 101 | 107 | 105 | +16 | + 4 | 309 | 41,873 |
| East South Central | 106 | 106 | 101 | +16 | + 5 | 135 | 19,976 |
| West South Central | 109 | 109 | 109 | +15 | + 7 | 207 | 30,996 |
| Mountain | 110 | 116 | 112 | +16 | + 7 | 105 | 12,232 |
| Pacific | 98 | 101 | 101 | +18 | + 9 | 227 | 48,144 |
| Automotive supplies | 87 | 91 | 86 | 0 | + 4 | 143 | 7,409 |
| Middle Atlantic | 73 | 75 | 76 | 0 | 0 | 35 | 749 |
| East North Central | 106 | 106 | 101 | 0 | 0 | 29 | 1,277 |
| West North Central | 88 | 95 | 85 | + 3 | + 5 | 24 | 2,832 |
| South Atlantic | 87 | 94 | 91 | +13 | +21 | 9 | 456 |
| West South Central | 73 | 78 | 77 | -19 | + 8 | 5 | 402 |
| Mountain | 89 | 91 | 87 | +12 | + 5 | 8 | 674 |
| Pacific | 76 | 80 | 75 | -12 | + 5 | 25 | 592 |
| Electrical group, total | 96 | 94 | 96 | +22 | + 5 | 510 | 111,166 |
| Full-line wholesalers | 95 | 92 | 94 | +23 | + 6 | 366 | 98,716 |
| New England | 93 | 96 | 89 | +16 | +16 | 31 | 6,403 |
| Middle Atlantic | 95 | 96 | 95 | +26 | + 9 | 56 | 15,146 |
| East North Central | 100 | 98 | 99 | +12 | - 1 | 68 | 19,311 |
| West North Central | 91 | 84 | 90 | +30 | + 2 | 36 | 11,772 |
| South Atlantic | 93 | 91 | 92 | +22 | + 3 | 60 | 14,130 |
| East South Central | 113 | 91 | 96 | +31 | 0 | 21 | 4,920 |
| West South Central | 95 | 85 | 93 | +31 | +12 | 41 | 9,214 |
| Mountain | 93 | 94 | 99 | +21 | + 8 | 17 | 3,337 |
| Pacific | 92 | 89 | 94 | +30 | +10 | 36 | 14,483 |
| Wiring supplies, construction materials distributors | 85 | 95 | 95 | + 8 | - 2 | 90 | 5,828 |
| New England | 77 | 88 | 79 | +11 | + 6 | 10 | 516 |
| Middle Atlantic | 86 | 88 | 86 | - 6 | 0 | 24 | 1,174 |
| East North Central | 83 | 92 | 90 | + 3 | + 6 | 16 | 853 |
| West North Central | 89 | 86 | 95 | + 3 | +10 | 6 | 633 |
| South Atlantic | 86 | 107 | 108 | +12 | -18 | 16 | 1,658 |
| Mountain | 75 | 84 | 79 | +26 | 0 | 5 | 312 |
| Pacific | 77 | 90 | 78 | + 3 | +18 | 7 | 263 |
| Appliances and specialties wholesalers | 116 | 120 | 123 | +14 | + 9 | 54 | 6,622 |
| New England | 107 | 148 | 129 | +47 | +20 | 4 | 213 |
| Middle Atlantic | 125 | 141 | 140 | +32 | + 9 | 13 | 1,747 |
| East North Central | 131 | 117 | 128 | +10 | + 2 | 10 | 854 |
| West North Central | 89 | 113 | 82 | +26 | + 7 | 7 | 766 |
| South Atlantic | 146 | 137 | 171 | - 5 | +24 | 7 | 980 |
| West South Central | 87 | 78 | 91 | - 9 | +13 | 4 | 1,037 |
| Furniture and house furnishings | 87 | 93 | 95 | +35 | +11 | 29 | 4,775 |
| New England | 67 | 91 | 81 | +43 | +19 | 4 | 996 |
| Middle Atlantic | 93 | 96 | 112 | +61 | +26 | 8 | 1,643 |
| Pacific | 76 | 81 | 79 | +34 | -14 | 7 | 366 |
| Hardware | 89 | 98 | 87 | +18 | +14 | 114 | 49,840 |
| New England | 82 | 89 | 68 | +26 | +10 | 5 | 1,142 |
| Middle Atlantic | 88 | 93 | 84 | +24 | +14 | 22 | 7,321 |
| East North Central | 90 | 105 | 85 | +14 | + 7 | 16 | 10,870 |
| West North Central | 90 | 98 | 94 | +15 | +20 | 18 | 12,055 |
| South Atlantic | 85 | 93 | 88 | +24 | + 9 | 15 | 2,986 |
| East South Central | 89 | 97 | 80 | +19 | + 7 | 8 | 2,822 |
| West South Central | 99 | 105 | 98 | +18 | + 2 | 14 | 3,408 |
| Mountain | 93 | 91 | 94 | +19 | +15 | 4 | 818 |
| Pacific | 83 | 91 | 84 | +21 | +23 | 12 | 8,418 |
| Industrial supplies | 97 | 91 | 92 | + 3 | + 1 | 61 | 8,764 |
| New England | 73 | 87 | 70 | +31 | + 7 | 6 | 809 |
| Middle Atlantic | 100 | 98 | 102 | - 3 | + 2 | 21 | 1,975 |
| East North Central | 93 | 82 | 95 | - 2 | +21 | 9 | 1,093 |
| West North Central | 108 | 89 | 96 | + 9 | 0 | 7 | 607 |
| South Atlantic | 92 | 86 | 96 | - 8 | - 9 | 6 | 656 |
| West South Central | 130 | 104 | 98 | + 8 | - 5 | 5 | 2,491 |
| Pacific | 61 | 60 | 57 | - 9 | - 2 | 4 | 569 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## APRIL 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | April 1948 sample | |
|---|---|---|---|---|---|---|---|
| | April 1948 | April 1947 | March 1948 | April 1948 from April 1947 | April 1948 from March 1948 | No. of firms reporting | Accounts receivable as of April 1, 1948 (add 000) |
| Jewelry | 61 | 67 | 63 | +14 | +12 | 113 | $7,767 |
| Middle Atlantic | 71 | 71 | 69 | + 7 | + 1 | 30 | 1,160 |
| East North Central | 60 | 68 | 63 | +20 | +17 | 31 | 2,766 |
| West North Central | 67 | 75 | 74 | +15 | +31 | 10 | 1,144 |
| South Atlantic | 51 | 59 | 51 | + 1 | + 6 | 5 | 371 |
| West South Central | 52 | 46 | 41 | + 1 | - 3 | 5 | 191 |
| Pacific | 59 | 64 | 60 | +15 | + 5 | 24 | 1,902 |
| Lumber and building materials | 106 | 111 | 107 | +25 | +15 | 49 | 7,411 |
| Middle Atlantic | 97 | 104 | 95 | +12 | +27 | 11 | 1,954 |
| East North Central | 106 | 112 | 106 | +17 | +14 | 10 | 873 |
| South Atlantic | 118 | 149 | 123 | +49 | +16 | 7 | 802 |
| East South Central | 167 | 151 | 176 | +10 | +56 | 4 | 545 |
| Pacific | 101 | 104 | 102 | +35 | + 1 | 10 | 1,999 |
| Machinery, equipment, supplies (except electrical) | 94 | 93 | 91 | +12 | + 6 | 30 | 3,840 |
| Metals | 113 | 120 | 116 | +18 | + 7 | 16 | 3,351 |
| Optical goods | 85 | 93 | 84 | +19 | +14 | 10 | 313 |
| Paints and varnishes | 74 | 84 | 73 | + 5 | + 4 | 23 | 1,594 |
| Plumbing and heating supplies | 85 | 86 | 85 | +19 | +12 | 55 | 5,557 |
| New England | 78 | 89 | 76 | +42 | +17 | 6 | 363 |
| Middle Atlantic | 87 | 85 | 83 | +20 | +15 | 15 | 1,338 |
| East North Central | 77 | 87 | 82 | +18 | +10 | 13 | 1,382 |
| West North Central | 88 | 88 | 90 | + 7 | +15 | 6 | 437 |
| Pacific | 80 | 73 | 77 | +14 | +20 | 4 | 1,202 |
| Refrigeration equipment, parts (commercial) | 78 | 85 | 79 | + 1 | +16 | 14 | 628 |
| Surgical, medical, equipment, supplies | 62 | 62 | 61 | + 8 | + 1 | 25 | 4,181 |
| Middle Atlantic | 54 | 52 | 54 | + 5 | + 6 | 7 | 342 |
| East North Central | 62 | 61 | 60 | +10 | 0 | 7 | 2,988 |
| Beer | 250 | 235 | 242 | +10 | +11 | 12 | 215 |
| Chemicals, industrial | 88 | 90 | 87 | +10 | - 2 | 10 | 1,195 |
| Clothing and furnishings (except shoes) | 93 | 110 | 104 | +19 | - 1 | 25 | 4,041 |
| Middle Atlantic | 97 | 116 | 110 | +23 | - 2 | 9 | 3,356 |
| East North Central | 79 | 94 | 82 | +19 | - 2 | 4 | 192 |
| South Atlantic | 64 | 77 | 71 | + 7 | +10 | 4 | 212 |
| Pacific | 67 | 78 | 66 | - 3 | + 9 | 5 | 181 |
| Coal | 89 | 101 | 102 | +12 | -22 | 9 | 5,269 |
| Confectionery | 133 | 141 | 138 | + 5 | - 1 | 25 | 761 |
| Dairy and poultry products | 183 | 193 | 191 | +20 | + 7 | 18 | 1,096 |
| Drugs and sundries (liquor excluded) | 106 | 107 | 111 | + 6 | + 5 | 80 | 14,601 |
| New England | 106 | 116 | 116 | +24 | + 9 | 8 | 982 |
| Middle Atlantic | 93 | 96 | 102 | +11 | + 1 | 7 | 2,131 |
| East North Central | 100 | 108 | 102 | +15 | + 3 | 12 | 2,368 |
| West North Central | 116 | 116 | 118 | + 6 | + 5 | 9 | 1,694 |
| South Atlantic | 117 | 120 | 125 | + 7 | + 4 | 15 | 2,003 |
| East South Central | 97 | 103 | 100 | +10 | + 3 | 9 | 898 |
| West South Central | 101 | 100 | 99 | + 1 | + 3 | 11 | 2,650 |
| Mountain | 148 | 201 | 154 | +51 | 0 | 5 | 333 |
| Pacific | 110 | 95 | 126 | -18 | +24 | 4 | 1,542 |
| Dry goods | 70 | 77 | 76 | +15 | + 7 | 163 | 65,991 |
| New England | 78 | 88 | 83 | +23 | + 9 | 9 | 1,070 |
| Middle Atlantic | 80 | 87 | 89 | +13 | + 3 | 43 | 7,805 |
| East North Central | 81 | 85 | 84 | +10 | + 3 | 14 | 3,424 |
| West North Central | 59 | 63 | 63 | + 3 | + 3 | 13 | 11,655 |
| South Atlantic | 70 | 79 | 77 | +12 | + 4 | 22 | 4,684 |
| East South Central | 66 | 73 | 66 | + 6 | + 2 | 16 | 3,366 |
| West South Central | 72 | 79 | 72 | +10 | +12 | 12 | 1,952 |
| Mountain | 77 | 82 | 82 | +17 | + 2 | 6 | 1,124 |
| Pacific | 83 | 83 | 92 | +22 | + 1 | 13 | 4,931 |
| Farm supplies | 109 | 107 | 138 | +10 | +53 | 10 | 4,478 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | April 1948 sample | |
|---|---|---|---|---|---|---|---|
| | April 1948 | April 1947 | March 1948 | April 1948 from April 1947 | April 1948 from March 1948 | No. of firms reporting | Accounts receivable as of April 1, 1948 (add 000) |
| Fresh fruits and vegetables | 155 | 173 | 167 | +23 | +15 | 49 | $1,654 |
| New England | 176 | 173 | 189 | + 5 | + 6 | 9 | 173 |
| Middle Atlantic | 164 | 186 | 166 | +15 | + 9 | 11 | 490 |
| East North Central | 221 | 221 | 211 | - 1 | + 7 | 8 | 151 |
| South Atlantic | 129 | 136 | 134 | +58 | +26 | 10 | 525 |
| East South Central | 131 | 135 | 147 | +12 | +20 | 4 | 121 |
| Groceries, total | 155 | 165 | 158 | + 7 | + 3 | 459 | 47,254 |
| Non-affiliated full-line wholesalers[b] | 152 | 165 | 157 | + 8 | + 5 | 264 | 22,487 |
| New England | 106 | 113 | 124 | - 2 | + 5 | 4 | 635 |
| Middle Atlantic | 171 | 175 | 180 | + 8 | + 1 | 16 | 1,782 |
| East North Central | 183 | 181 | 192 | - 5 | + 4 | 46 | 2,053 |
| West North Central | 152 | 180 | 150 | +23 | + 3 | 32 | 3,192 |
| South Atlantic | 172 | 183 | 177 | + 2 | + 2 | 49 | 2,831 |
| East South Central | 166 | 182 | 166 | + 6 | 0 | 29 | 2,199 |
| West South Central | 139 | 148 | 145 | +10 | + 9 | 66 | 6,249 |
| Mountain | 143 | 154 | 142 | + 4 | + 8 | 15 | 1,436 |
| Pacific | 126 | 152 | 129 | +10 | + 4 | 7 | 2,110 |
| Voluntary-group wholesalers | 157 | 170 | 159 | + 5 | - 3 | 110 | 14,687 |
| New England | 116 | 118 | 118 | + 6 | - 8 | 10 | 2,048 |
| Middle Atlantic | 152 | 162 | 155 | + 4 | - 5 | 27 | 4,531 |
| East North Central | 227 | 260 | 242 | +13 | + 9 | 24 | 1,539 |
| West North Central | 139 | 166 | 143 | + 8 | + 6 | 23 | 3,380 |
| South Atlantic | 219 | 219 | 224 | + 3 | + 6 | 7 | 536 |
| Pacific | 179 | 165 | 173 | - 3 | - 2 | 5 | 1,363 |
| Retailer-cooperative warehouses | 220 | 243 | 224 | +21 | + 3 | 17 | 3,132 |
| Middle Atlantic | 211 | 241 | 227 | +29 | + 4 | 5 | 729 |
| West North Central | 252 | 254 | 285 | + 9 | +14 | 4 | 637 |
| Specialty lines wholesalers | 130 | 124 | 128 | + 3 | + 9 | 68 | 6,948 |
| New England | 164 | 218 | 170 | +37 | + 1 | 5 | 152 |
| Middle Atlantic | 143 | 117 | 127 | -13 | + 5 | 18 | 2,307 |
| East North Central | 154 | 177 | 160 | +19 | + 8 | 9 | 345 |
| South Atlantic | 144 | 155 | 155 | +16 | + 3 | 12 | 603 |
| West South Central | 113 | 134 | 116 | +19 | + 3 | 5 | 149 |
| Pacific | 115 | 117 | 117 | +10 | +15 | 12 | 3,052 |
| Leather and shoe findings | 72 | 85 | 65 | +10 | + 8 | 18 | 470 |
| Middle Atlantic | 71 | 77 | 56 | +17 | + 9 | 4 | 35 |
| East North Central | 88 | 109 | 78 | +23 | +10 | 5 | 111 |
| West North Central | 68 | 82 | 59 | + 8 | + 5 | 4 | 97 |
| Meats and meat products | 264 | 260 | 270 | +19 | +18 | 35 | 6,168 |
| Middle Atlantic | 224 | 243 | 227 | +11 | + 2 | 11 | 1,733 |
| East North Central | 301 | 264 | 305 | +17 | +36 | 11 | 2,170 |
| South Atlantic | 267 | 234 | 320 | +10 | +28 | 4 | 454 |
| Paper and its products | 100 | 98 | 100 | + 2 | - 1 | 58 | 8,476 |
| New England | 85 | 116 | 92 | +25 | + 3 | 4 | 311 |
| Middle Atlantic | 92 | 104 | 99 | + 6 | + 5 | 17 | 2,212 |
| East North Central | 108 | 97 | 105 | - 4 | - 4 | 21 | 4,244 |
| South Atlantic | 98 | 95 | 101 | + 1 | - 2 | 7 | 656 |
| Petroleum | 123 | 125 | 124 | +44 | - 1 | 23 | 832 |
| Shoes and other footwear | 75 | 77 | 80 | +15 | - 5 | 26 | 19,510 |
| Tobacco products | 196 | 220 | 202 | +17 | + 4 | 165 | 10,679 |
| New England | 175 | 174 | 181 | + 2 | + 2 | 16 | 1,375 |
| Middle Atlantic | 230 | 267 | 234 | +18 | + 3 | 51 | 4,471 |
| East North Central | 180 | 205 | 190 | +36 | + 7 | 26 | 1,932 |
| West North Central | 164 | 170 | 167 | + 9 | + 4 | 12 | 497 |
| South Atlantic | 195 | 205 | 178 | + 8 | + 3 | 13 | 863 |
| East South Central | 148 | 160 | 165 | +12 | +12 | 7 | 450 |
| West South Central | 181 | 215 | 198 | +16 | + 4 | 12 | 340 |
| Mountain | 122 | 146 | 136 | +17 | + 7 | 17 | 419 |
| Pacific | 161 | 178 | 175 | +20 | + 8 | 11 | 332 |
| Miscellaneous | 101 | 103 | 96 | +13 | - 1 | 9 | 2,458 |

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a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

b Not affiliated with voluntary or cooperative groups.

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MONTHLY
# WHOLESALE TRADE
REPORT*

DEPARTMENT OF COMMERCE
CHARLES SAWYER, *Secretary*
BUREAU OF THE CENSUS
J. C. Capt, Director

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## MAY 1948

FOR RELEASE
JULY 2, 1948

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UNIVERSITY OF ILLINOIS

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 3,012 merchant wholesalers representing all parts of the country and the various lines of trade. May sales of the 3,012 wholesalers totaled $496,217,000.

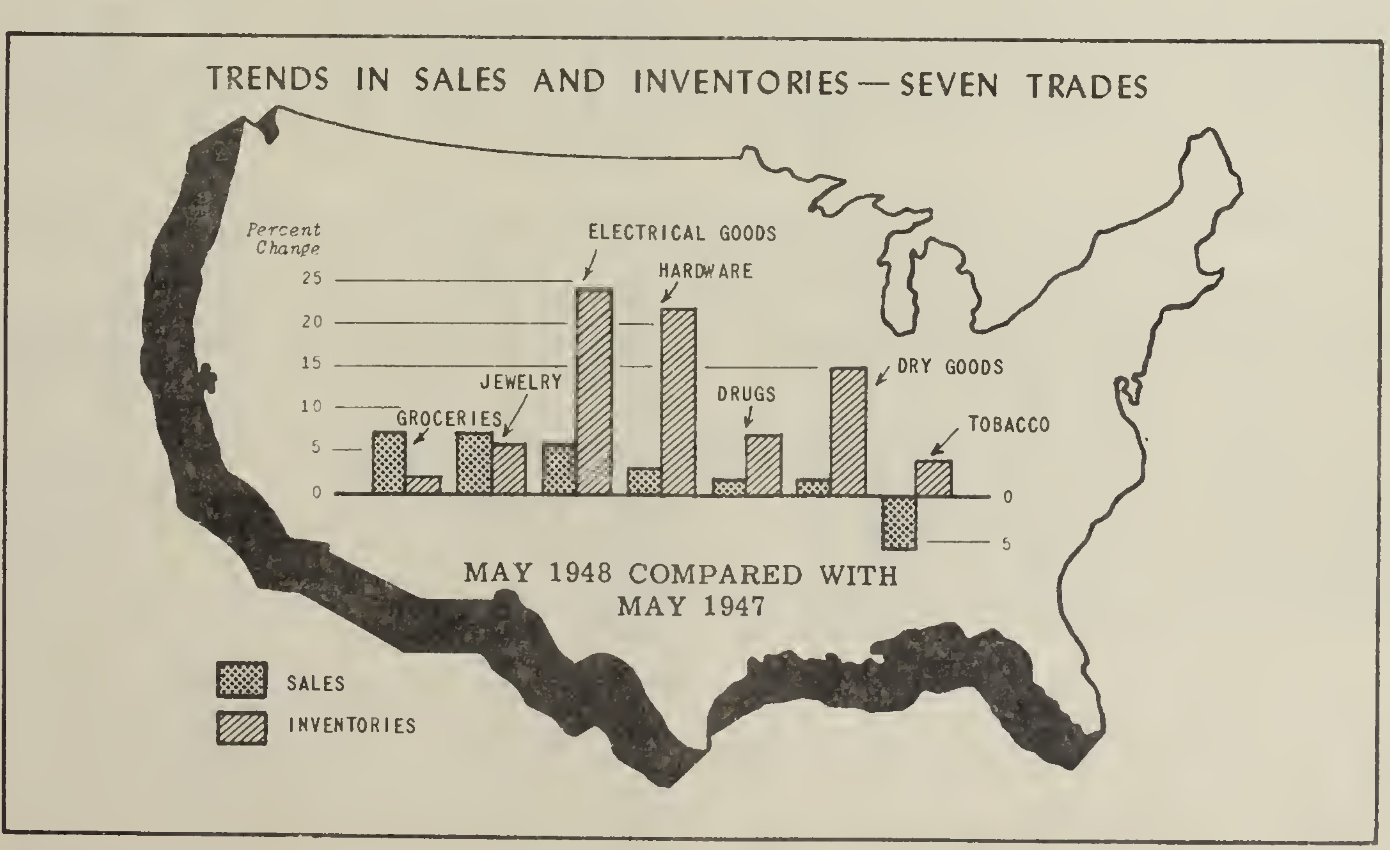
May dollar sales of the 3,012 merchant wholesalers were up 5 percent over last year, but off 7 percent from April of this year. Sales during the first five months of the year were up 9 percent over the corresponding period of 1947.

May sales of independent retail stores as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, were up 2 percent over May of last year, but were down 1 percent from April of this year. For the year-to-date, first five months of 1948 compared with 1947, sales increased 6 percent.

Of the 37 trades for which data are shown separately in the accompanying tables, 24 showed increases over May of last year, the gains ranging up to 20 percent or more for furniture, lumber and building materials, meats, and petroleum. Twelve trades recorded decreases, while one, confectionery, showed no change. With minor exceptions, the wholesale trades shown separately herein registered decreases in dollar volume, May versus April, ranging to 10 percent or more.

May 31 inventories, valued at cost, of 2,004 of the 3,012 wholesalers were up 15 percent over May 31 of last year, but showed no change from April month-end. Thirty-two trades showed stocks up from a year ago, 4 reported decreases, and one, no change. During May experience varied, with 18 trades reporting increases (generally small), 15 showing decreases of 1 to 17 percent, and 4, no change.

Receivables at the beginning of May were up 15 percent from a year earlier, contrasted with the 5 percent increase in sales over the same period. For some months receivables have been increasing at a more rapid rate than sales, indicating some slowing up of collections. The collection percentage was 100 in May compared with 108 in April, and 107 in March. In May of 1947, the collection percentage was 104.



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* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

### MAY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1948 sample | | Percent change | | May 1948 sample | | | | |
| | May 1948 from May 1947 | May 1948 from Apr. 1948 | 5 mos. 1948 from 5 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | May 1948 from May 1947 | May 1948 from Apr. 1948 | No. of firms reporting | Reported dollar values (add 000) | May 1948 | May 1947 | Apr. 1948 |
| United States total | + 5 | - 7 | + 9 | 3,012 | $496,217 | +15 | 0 | 2,004 | $561,712 | 153 | 140 | 142 |
| New England | + 3 | - 2 | + 6 | 201 | 22,552 | +23 | - 1 | 138 | 24,360 | 147 | 124 | 146 |
| Middle Atlantic | + 3 | - 5 | + 7 | 614 | 93,714 | +15 | - 1 | 373 | 73,922 | 122 | 87 | 117 |
| East North Central | + 5 | - 6 | + 9 | 571 | 91,483 | +15 | 0 | 373 | 97,912 | 137 | 125 | 127 |
| West North Central | + 8 | - 7 | +10 | 331 | 70,550 | +18 | + 4 | 258 | 102,310 | 175 | 161 | 158 |
| South Atlantic | + 2 | - 6 | + 8 | 394 | 49,472 | +21 | - 1 | 257 | 54,443 | 148 | 124 | 139 |
| East South Central | + 2 | - 7 | + 6 | 166 | 23,124 | +14 | - 1 | 105 | 23,885 | 152 | 137 | 143 |
| West South Central | + 8 | - 7 | +11 | 268 | 43,724 | +21 | - 1 | 189 | 56,762 | 160 | 144 | 149 |
| Mountain | +10 | - 4 | +10 | 122 | 18,764 | + 6 | - 2 | 85 | 22,157 | 157 | 163 | 155 |
| Pacific | + 7 | - 8 | + 8 | 328 | 61,603 | + 4 | - 1 | 220 | 85,276 | 185 | 189 | 170 |
| Automotive supplies | + 1 | - 2 | - 2 | 184 | 9,732 | + 5 | - 3 | 119 | 13,523 | 244 | 228 | 241 |
| New England | +14 | + 9 | - 4 | 8 | 364 | + 8 | - 2 | 4 | 490 | 182 | 188 | 204 |
| Middle Atlantic | - 1 | - 5 | - 4 | 38 | 949 | +10 | - 2 | 29 | 1,421 | 222 | 206 | 215 |
| East North Central | 0 | - 7 | - 3 | 36 | 1,328 | + 5 | + 1 | 26 | 2,248 | 210 | 212 | 199 |
| West North Central | + 2 | - 1 | - 3 | 29 | 2,885 | +12 | - 2 | 24 | 4,204 | 254 | 237 | 246 |
| South Atlantic | +10 | + 2 | + 2 | 12 | 848 | + 2 | + 1 | 7 | 785 | 190 | 196 | 203 |
| West South Central | + 5 | - 2 | - 5 | 8 | 292 | - 8 | - 3 | 5 | 314 | 154 | 161 | 153 |
| Mountain | + 1 | -13 | - 2 | 7 | 284 | c | c | c | c | c | c | c |
| Pacific | - 4 | + 1 | -15 | 43 | 2,687 | + 2 | - 6 | 20 | 3,654 | 318 | 259 | 322 |
| Electrical group, total | + 6 | - 9 | +17 | 565 | 108,866 | +24 | 0 | 493 | 139,513 | 134 | 116 | 122 |
| Full-line wholesalers | + 8 | - 9 | +20 | 374 | 91,550 | +23 | + 1 | 365 | 121,798 | 135 | 118 | 122 |
| New England | + 7 | 0 | + 7 | 31 | 5,393 | +34 | 0 | 31 | 8,052 | 149 | 119 | 149 |
| Middle Atlantic | - 1 | - 9 | +14 | 56 | 12,877 | +30 | + 2 | 54 | 16,533 | 130 | 99 | 116 |
| East North Central | + 3 | -12 | +15 | 70 | 22,388 | +17 | - 1 | 69 | 27,119 | 122 | 108 | 109 |
| West North Central | +15 | - 6 | +26 | 38 | 10,144 | +26 | 0 | 38 | 12,524 | 123 | 113 | 116 |
| South Atlantic | + 4 | - 9 | +19 | 61 | 12,514 | +23 | + 1 | 58 | 16,478 | 138 | 117 | 123 |
| East South Central | +10 | -11 | +30 | 18 | 3,872 | +26 | + 1 | 17 | 4,772 | 127 | 110 | 112 |
| West South Central | +17 | -16 | +35 | 42 | 8,363 | +36 | 0 | 42 | 10,748 | 129 | 111 | 107 |
| Mountain | +12 | - 7 | +28 | 17 | 3,412 | +26 | 0 | 16 | 4,965 | 118 | 132 | 137 |
| Pacific | +15 | - 7 | +23 | 41 | 12,587 | +15 | + 1 | 40 | 20,607 | 165 | 165 | 15[illegible] |
| Wiring supplies, construction materials distributors | - 4 | - 6 | + 3 | 112 | 6,605 | +12 | 0 | 72 | 6,108 | 128 | 107 | 120 |
| New England | - 4 | - 4 | - 5 | 13 | 514 | c | c | c | c | c | c | c |
| Middle Atlantic | - 5 | -12 | - 5 | 27 | 1,083 | + 9 | + 1 | 15 | 992 | 131 | 109 | 115 |
| East North Central | - 6 | - 5 | 0 | 26 | 1,300 | +13 | 0 | 20 | 1,846 | 164 | 133 | 157 |
| West North Central | +12 | 0 | +14 | 8 | 796 | c | c | c | c | c | c | c |
| South Atlantic | - 8 | - 2 | +10 | 17 | 1,735 | + 6 | - 1 | 14 | 1,383 | 86 | 74 | 86 |
| East South Central | -14 | -17 | +24 | 4 | 230 | +24 | + 4 | 4 | 229 | 100 | 69 | 80 |
| West South Central | -11 | -13 | + 8 | 6 | 391 | c | c | c | c | c | c | c |
| Pacific | - 4 | -15 | - 5 | 8 | 398 | - 5 | + 1 | 7 | 726 | 187 | 157 | 157 |
| Appliances and specialties wholesalers | + 5 | - 5 | +10 | 79 | 10,711 | +34 | - 4 | 56 | 11,607 | 135 | 108 | 131 |
| New England | - 5 | - 8 | +18 | 6 | 762 | +77 | - 7 | 6 | 836 | 110 | 59 | 103 |
| Middle Atlantic | +12 | - 5 | + 6 | 16 | 1,904 | +37 | - 7 | 6 | 2,252 | 184 | 141 | 176 |
| East North Central | + 5 | - 8 | +13 | 13 | 1,562 | +65 | + 2 | 7 | 1,160 | 110 | 73 | 97 |
| West North Central | + 8 | -13 | + 4 | 8 | 803 | + 1 | + 2 | 7 | 953 | 128 | 137 | 103 |
| South Atlantic | +20 | 0 | + 9 | 10 | 2,117 | +53 | - 5 | 9 | 1,911 | 113 | 108 | 113 |
| Mountain | +16 | - 4 | +36 | 8 | 1,064 | +42 | - 5 | 7 | 1,090 | 118 | 97 | 121 |
| Pacific | -12 | -11 | + 8 | 11 | 1,181 | +26 | - 6 | 9 | 1,227 | 128 | 96 | 123 |
| Furniture and house furnishings | +25 | - 2 | +25 | 45 | 9,006 | +48 | + 3 | 27 | 8,314 | 117 | 105 | 115 |
| New England | +10 | + 8 | +10 | 6 | 980 | +64 | + 7 | 5 | 1,361 | 142 | 95 | 143 |
| Middle Atlantic | +20 | - 7 | +32 | 9 | 1,610 | +39 | + 9 | 5 | 744 | 73 | 69 | 64 |
| East North Central | +17 | - 4 | +20 | 4 | 959 | c | c | c | c | c | c | c |
| West North Central | +50 | + 7 | +33 | 4 | 3,497 | c | c | c | c | c | c | c |
| South Atlantic | +29 | -13 | +27 | 5 | 673 | c | c | c | c | c | c | c |
| West South Central | + 9 | - 7 | + 6 | 4 | 628 | c | c | c | c | c | c | c |
| Pacific | + 6 | 0 | +15 | 7 | 281 | +34 | + 3 | 4 | 243 | 179 | 163 | 183 |
| Hardware | + 3 | - 9 | + 6 | 124 | 46,068 | +22 | + 1 | 91 | 82,442 | 221 | 188 | 199 |
| Middle Atlantic | + 1 | -10 | + 9 | 25 | 6,474 | +18 | - 3 | 17 | 7,656 | 181 | 160 | 163 |
| East North Central | + 6 | - 4 | + 5 | 15 | 6,953 | +17 | - 1 | 13 | 13,051 | 194 | 176 | 190 |
| West North Central | + 1 | -16 | + 4 | 17 | 11,305 | +33 | + 7 | 17 | 25,553 | 226 | 172 | 178 |
| South Atlantic | + 9 | - 7 | +11 | 17 | 2,564 | +33 | - 8 | 13 | 4,524 | 205 | 172 | 214 |
| East South Central | + 2 | - 7 | + 8 | 12 | 4,066 | +15 | + 4 | 5 | 2,950 | 165 | 144 | 140 |
| West South Central | + 5 | - 3 | + 8 | 15 | 3,946 | +15 | - 1 | 11 | 7,691 | 225 | 205 | 225 |
| Mountain | + 8 | - 8 | +13 | 7 | 2,313 | c | c | c | c | c | c | c |
| Pacific | + 3 | - 6 | + 3 | 13 | 8,096 | +15 | 0 | 10 | 18,694 | 276 | 245 | 260 |

(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## MAY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1948 sample | | Percent change | | May 1948 sample | | | | |
| | May 1948 from May 1947 | May 1948 from Apr. 1948 | 5 mos. 1948 from 5 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | May 1948 from May 1947 | May 1948 from Apr. 1948 | No. of firms reporting | Reported dollar values (add 000) | May 1948 | May 1947 | Apr. 1948 |
| Industrial supplies | + 4 | 0 | + 4 | 67 | $9,986 | +17 | - 1 | 44 | $13,896 | 213 | 186 | 218 |
| New England | - 2 | - 5 | + 2 | 7 | 654 | + 9 | - 1 | 5 | 1,857 | 319 | 288 | 314 |
| Middle Atlantic | - 4 | - 4 | - 2 | 20 | 2,093 | + 9 | 0 | 12 | 2,182 | 165 | 139 | 155 |
| East North Central | - 1 | - 5 | + 3 | 10 | 911 | +27 | + 1 | 7 | 630 | 193 | 148 | 191 |
| South Atlantic | 0 | + 9 | + 6 | 8 | 799 | +38 | - 4 | 6 | 1,130 | 154 | 113 | 178 |
| West South Central | +12 | + 6 | +11 | 6 | 3,905 | +22 | - 1 | 5 | 6,562 | 227 | 206 | 245 |
| Pacific | + 6 | - 9 | - 5 | 6 | 536 | + 1 | - 3 | 5 | 1,100 | 292 | 287 | 268 |
| Jewelry | + 7 | - 5 | + 8 | 155 | 5,877 | + 6 | - 1 | 79 | 10,107 | 263 | 263 | 256 |
| New England | +16 | - 9 | + 9 | 6 | 99 | c | c | c | c | c | c | c |
| Middle Atlantic | + 7 | -10 | +13 | 38 | 1,052 | +10 | - 1 | 12 | 1,541 | 270 | 256 | 260 |
| East North Central | - 1 | -14 | + 6 | 45 | 1,825 | +13 | + 2 | 24 | 3,544 | 262 | 231 | 218 |
| West North Central | + 4 | - 4 | + 7 | 15 | 707 | +16 | 0 | 8 | 623 | 233 | 209 | 218 |
| Pacific | +19 | + 8 | +10 | 35 | 1,764 | - 1 | - 4 | 23 | 3,266 | 249 | 297 | 291 |
| Lumber and building materials | +28 | - 2 | +18 | 53 | 9,386 | +32 | + 3 | 26 | 4,047 | 90 | 93 | 87 |
| Middle Atlantic | +45 | - 4 | +12 | 10 | 2,198 | c | c | c | c | c | c | c |
| East North Central | +36 | + 5 | +21 | 12 | 1,454 | c | c | c | c | c | c | c |
| West North Central | +24 | + 1 | +25 | 5 | 1,441 | c | c | c | c | c | c | c |
| South Atlantic | +12 | + 2 | +15 | 8 | 1,082 | c | c | c | c | c | c | c |
| Pacific | +42 | + 6 | +33 | 9 | 1,616 | +26 | - 2 | 7 | 1,219 | 121 | 128 | 121 |
| Machinery, equipment, supplies (except electrical) | - 2 | - 4 | + 8 | 47 | 4,947 | + 9 | + 1 | 31 | 6,336 | 171 | 152 | 160 |
| New England | -12 | - 5 | +22 | 5 | 304 | c | c | c | c | c | c | c |
| Middle Atlantic | - 3 | -17 | + 8 | 6 | 621 | +12 | - 3 | 4 | 908 | 164 | 142 | 139 |
| East North Central | - 3 | + 3 | - 4 | 12 | 1,001 | - 4 | + 6 | 7 | 887 | 162 | 153 | 128 |
| South Atlantic | - 6 | -10 | + 3 | 6 | 289 | - 2 | 0 | 4 | 260 | 186 | 172 | 173 |
| West South Central | + 1 | -19 | +38 | 5 | 666 | +15 | - 3 | 4 | 1,217 | 243 | 207 | 198 |
| Pacific | -17 | - 6 | -15 | 7 | 597 | +33 | 0 | 4 | 1,103 | 301 | 189 | 318 |
| Metals | +15 | -10 | +12 | 21 | 5,055 | + 1 | - 3 | 11 | 4,267 | 146 | 176 | 132 |
| Optical goods | + 2 | - 6 | 0 | 8 | 189 | -31 | - 3 | 4 | 141 | 166 | 260 | 164 |
| Paints and varnishes | - 6 | - 6 | +11 | 20 | 1,425 | +24 | - 1 | 8 | 801 | 133 | 126 | 133 |
| Plumbing and heating supplies | + 7 | -10 | +11 | 60 | 5,083 | +19 | + 3 | 32 | 4,419 | 170 | 159 | 157 |
| New England | +12 | -13 | +23 | 7 | 300 | c | c | c | c | c | c | c |
| Middle Atlantic | - 3 | - 9 | + 4 | 17 | 1,145 | +34 | + 4 | 6 | 469 | 182 | 147 | 177 |
| East North Central | + 9 | - 7 | +12 | 13 | 1,154 | + 5 | + 4 | 11 | 1,828 | 179 | 187 | 163 |
| West North Central | + 8 | 0 | +10 | 8 | 722 | + 7 | + 6 | 5 | 752 | 131 | 129 | 125 |
| Pacific | + 5 | -19 | +10 | 4 | 889 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | -12 | + 3 | - 4 | 18 | 775 | - 5 | + 3 | 13 | 1,222 | 229 | 203 | 218 |
| Surgical, medical, equipment, supplies | +15 | + 2 | + 9 | 28 | 3,024 | +15 | + 3 | 19 | 2,732 | 107 | 107 | 106 |
| Middle Atlantic | + 3 | - 5 | + 1 | 7 | 210 | +30 | - 3 | 5 | 231 | 312 | 193 | 269 |
| East North Central | +20 | + 7 | +14 | 8 | 2,122 | +13 | + 4 | 6 | 1,819 | 92 | 98 | 94 |
| South Atlantic | + 3 | - 7 | +10 | 4 | 171 | c | c | c | c | c | c | c |
| West South Central | +12 | - 7 | +13 | 5 | 338 | +32 | + 5 | 4 | 342 | 127 | 107 | 112 |
| Beer | - 3 | - 1 | + 3 | 41 | 1,633 | +35 | + 3 | 29 | 690 | 59 | 44 | 57 |
| Middle Atlantic | + 6 | + 9 | + 9 | 8 | 332 | +24 | +12 | 6 | 126 | 39 | 33 | 38 |
| East North Central | - 4 | - 1 | + 5 | 11 | 521 | +32 | + 3 | 7 | 129 | 44 | 24 | 44 |
| South Atlantic | + 1 | -15 | + 3 | 5 | 303 | +68 | +11 | 4 | 191 | 78 | 49 | 58 |
| Pacific | - 3 | + 1 | + 4 | 4 | 242 | c | c | c | c | o | c | c |
| Chemicals, industrial | +10 | -18 | - 3 | 11 | 1,008 | +11 | + 1 | 6 | 798 | 142 | 134 | 111 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## MAY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1948 sample | | Percent change | | May 1948 sample | | | | |
| | May 1948 from May 1947 | May 1948 from Apr. 1948 | 5 mos. 1948 from 5 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | May 1948 from May 1947 | May 1948 from Apr. 1948 | No. of firms reporting | Reported dollar values (add 000) | May 1948 | May 1947 | Apr. 1948 |
| Clothing and furnishings (except shoes)........................ | - 2 | -14 | + 2 | 28 | $3,450 | +31 | + 3 | 13 | $1,334 | 221 | 160 | 190 |
| Middle Atlantic...................... | - 1 | -17 | + 7 | 11 | 2,960 | +35 | + 3 | 5 | 1,004 | 230 | 154 | 184 |
| East North Central.................. | -17 | -15 | -20 | 5 | 138 | c | c | c | c | c | c | c |
| Pacific............................. | -29 | - 6 | -27 | 4 | 65 | c | c | c | c | c | c | c |
| Coal.................................. | +13 | +14 | +25 | 8 | 3,134 | +14 | +27 | 5 | 1,751 | 80 | 74 | 70 |
| Confectionery.......................... | 0 | - 1 | + 4 | 48 | 2,049 | + 3 | + 2 | 25 | 1,205 | 86 | 81 | 84 |
| Middle Atlantic...................... | - 3 | - 1 | + 7 | 6 | 351 | c | c | c | c | c | c | c |
| East North Central.................. | - 5 | - 5 | + 9 | 7 | 294 | c | c | c | c | c | c | c |
| South Atlantic...................... | - 2 | + 1 | - 5 | 12 | 319 | c | c | c | c | c | c | c |
| East South Central.................. | + 5 | - 2 | + 9 | 9 | 386 | c | c | c | c | c | c | c |
| West South Central.................. | +18 | + 1 | + 1 | 4 | 131 | c | c | c | c | c | c | c |
| Dairy and poultry products............ | + 7 | + 2 | +12 | 24 | 6,089 | +15 | +12 | 14 | 714 | 32 | 29 | 29 |
| Middle Atlantic...................... | + 3 | - 1 | +15 | 5 | 3,354 | c | c | c | c | c | c | c |
| East North Central.................. | +28 | +19 | +15 | 11 | 1,296 | c | c | c | c | c | c | c |
| Drugs and sundries (Liquor excluded)... | + 2 | - 9 | + 5 | 167 | 38,024 | + 7 | - 2 | 131 | 57,680 | 194 | 185 | 179 |
| New England......................... | + 3 | - 7 | + 7 | 13 | 2,003 | + 9 | - 5 | 10 | 2,949 | 192 | 180 | 183 |
| Middle Atlantic...................... | + 1 | - 9 | + 3 | 20 | 6,527 | + 7 | - 3 | 14 | 6,965 | 158 | 150 | 151 |
| East North Central.................. | + 5 | -10 | + 8 | 26 | 6,639 | +10 | - 1 | 18 | 7,377 | 167 | 159 | 151 |
| West North Central.................. | + 4 | -10 | + 6 | 18 | 4,344 | +14 | - 2 | 17 | 7,170 | 188 | 171 | 174 |
| South Atlantic...................... | + 3 | - 9 | + 6 | 29 | 4,711 | + 7 | - 2 | 21 | 6,997 | 221 | 209 | 202 |
| East South Central.................. | 0 | - 9 | + 4 | 15 | 2,713 | +15 | - 2 | 13 | 4,952 | 214 | 185 | 196 |
| West South Central.................. | + 4 | - 9 | + 7 | 18 | 3,986 | + 4 | - 1 | 13 | 6,523 | 215 | 213 | 198 |
| Mountain............................ | + 8 | - 7 | +11 | 12 | 1,904 | +10 | - 1 | 10 | 3,857 | 208 | 204 | 195 |
| Pacific............................. | - 1 | -11 | + 3 | 16 | 5,197 | 0 | - 1 | 15 | 10,890 | 211 | 209 | 190 |
| Dry goods............................. | + 2 | -10 | + 4 | 161 | 42,060 | +15 | + 2 | 107 | 63,222 | 239 | 205 | 216 |
| New England......................... | + 9 | - 3 | - 8 | 6 | 370 | +10 | 0 | 6 | 788 | 213 | 212 | 205 |
| Middle Atlantic...................... | +10 | - 4 | +11 | 45 | 7,436 | +14 | + 3 | 26 | 7,927 | 181 | 154 | 174 |
| East North Central.................. | - 3 | - 4 | 0 | 11 | 1,663 | +17 | 0 | 10 | 3,488 | 213 | 176 | 205 |
| West North Central.................. | - 9 | - 6 | - 3 | 11 | 6,346 | +17 | + 6 | 11 | 15,408 | 243 | 188 | 216 |
| South Atlantic...................... | - 2 | - 1 | + 2 | 25 | 3,225 | +16 | 0 | 16 | 6,216 | 257 | 224 | 255 |
| East South Central.................. | - 4 | - 7 | - 8 | 16 | 1,671 | +12 | + 2 | 10 | 3,053 | 280 | 228 | 246 |
| West South Central.................. | -10 | -12 | -12 | 10 | 1,207 | +22 | 0 | 7 | 2,349 | 261 | 191 | 222 |
| Mountain............................ | + 1 | - 9 | + 2 | 8 | 882 | +11 | - 4 | 6 | 1,562 | 210 | 188 | 192 |
| Pacific............................. | +12 | -12 | +14 | 18 | 4,113 | - 2 | + 5 | 10 | 5,994 | 282 | 311 | 224 |
| Farm supplies......................... | +13 | -26 | +10 | 16 | 4,261 | +35 | -17 | 8 | 872 | 78 | 61 | 81 |
| Fresh fruits and vegetables............ | - 4 | + 2 | + 1 | 68 | 5,571 | +15 | - 9 | 43 | 604 | 18 | 15 | 21 |
| New England......................... | -17 | + 9 | - 3 | 9 | 437 | c | c | c | c | c | c | c |
| Middle Atlantic...................... | + 5 | + 7 | + 3 | 17 | 1,849 | c | c | c | c | c | c | c |
| East North Central.................. | - 7 | + 2 | + 3 | 15 | 752 | c | c | c | c | c | c | c |
| West North Central.................. | - 7 | -10 | + 7 | 5 | 392 | c | c | c | c | c | c | c |
| South Atlantic...................... | -10 | - 4 | + 3 | 9 | 525 | c | c | c | c | c | c | c |
| Pacific............................. | -10 | - 2 | + 4 | 6 | 1,124 | -20 | -44 | 4 | 70 | 7 | 9 | 13 |
| Groceries, total....................... | + 7 | - 4 | + 5 | 602 | 100,458 | + 2 | 0 | 370 | 99,246 | 147 | 155 | 141 |
| Non-affiliated full-line wholesalers[d]......................... | + 6 | - 4 | + 4 | 353 | 51,741 | + 5 | 0 | 208 | 56,551 | 153 | 154 | 145 |
| New England......................... | - 9 | - 4 | - 8 | 6 | 883 | c | c | c | c | c | c | c |
| Middle Atlantic...................... | +11 | - 3 | +11 | 22 | 3,485 | +14 | - 6 | 8 | 3,015 | 126 | 126 | 130 |
| East North Central.................. | + 1 | - 5 | 0 | 56 | 7,461 | - 2 | 0 | 26 | 8,777 | 165 | 169 | 154 |
| West North Central.................. | +12 | - 3 | + 9 | 56 | 8,768 | +12 | + 7 | 44 | 13,748 | 179 | 185 | 162 |
| South Atlantic...................... | + 2 | - 2 | + 1 | 66 | 7,078 | +17 | - 3 | 30 | 4,260 | 130 | 115 | 130 |
| East South Central.................. | - 6 | - 3 | - 4 | 36 | 3,795 | - 8 | - 3 | 23 | 3,105 | 114 | 110 | 112 |
| West South Central.................. | + 9 | - 6 | +10 | 88 | 13,655 | +24 | 0 | 62 | 14,512 | 136 | 122 | 128 |
| Mountain............................ | + 3 | - 1 | - 3 | 11 | 2,299 | -20 | - 3 | 8 | 4,268 | 217 | 279 | 222 |
| Pacific............................. | +10 | - 8 | + 3 | 12 | 4,317 | -21 | - 4 | 4 | 3,701 | 160 | 205 | 145 |

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(Continued on next page)

# TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## MAY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISION WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1948 sample | | Percent change | | May 1948 sample | | | | |
| | May 1948 from May 1947 | May 1948 from Apr. 1948 | 5 mos. 1948 from 5 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | May 1948 from May 1947 | May 1948 from Apr. 1948 | No. of firms reporting | Reported dollar values (add 000) | May 1948 | May 1947 | Apr. 1948 |
| Voluntary-group wholesalers | + 6 | - 3 | + 2 | 131 | $29,930 | 0 | 0 | 94 | $28,949 | 155 | 162 | 150 |
| New England | + 6 | 0 | + 6 | 10 | 2,558 | + 7 | - 4 | 5 | 1,061 | 135 | 138 | 125 |
| Middle Atlantic | + 8 | - 3 | + 4 | 36 | 8,764 | -15 | - 6 | 19 | 4,182 | 143 | 171 | 142 |
| East North Central | + 3 | - 2 | + 3 | 38 | 7,859 | + 6 | 0 | 31 | 8,378 | 141 | 137 | 142 |
| West North Central | +16 | + 7 | - 1 | 26 | 5,924 | + 7 | + 3 | 24 | 10,929 | 189 | 207 | 197 |
| South Atlantic | + 3 | - 6 | + 4 | 9 | 1,330 | + 8 | - 2 | 5 | 847 | 137 | 124 | 138 |
| Pacific | - 6 | -23 | + 2 | 8 | 2,667 | - 9 | - 1 | 7 | 3,050 | 143 | 140 | 105 |
| Retailer-cooperative warehouses | +22 | - 1 | +17 | 21 | 7,914 | + 8 | 0 | 12 | 5,500 | 135 | 150 | 137 |
| Middle Atlantic | +27 | - 4 | +21 | 7 | 1,797 | c | c | c | c | c | c | c |
| West North Central | +27 | - 4 | +11 | 4 | 1,575 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | +10 | - 5 | + 4 | 97 | 10,873 | -11 | - 3 | 56 | 8,246 | 109 | 138 | 105 |
| New England | + 1 | -18 | + 5 | 9 | 344 | - 1 | + 6 | 6 | 167 | 62 | 61 | 46 |
| Middle Atlantic | +10 | + 2 | + 1 | 22 | 2,768 | +17 | + 3 | 13 | 2,078 | 105 | 99 | 105 |
| East North Central | + 5 | - 7 | + 2 | 11 | 519 | + 4 | - 4 | 4 | 118 | 70 | 86 | 69 |
| South Atlantic | +11 | - 4 | + 6 | 22 | 1,698 | + 4 | - 8 | 12 | 1,412 | 94 | 103 | 98 |
| East South Central | - 5 | - 2 | 0 | 4 | 183 | c | c | c | c | c | c | c |
| West South Central | - 4 | - 1 | - 4 | 6 | 383 | c | c | c | c | c | c | c |
| Pacific | +13 | -10 | + 6 | 20 | 4,721 | c | c | c | c | c | c | c |
| Leather and shoe findings | - 5 | - 6 | -10 | 28 | 567 | - 1 | - 1 | 13 | 999 | 369 | 359 | 351 |
| Middle Atlantic | - 7 | -13 | - 6 | 8 | 67 | c | c | c | c | c | c | c |
| East North Central | - 4 | 0 | - 4 | 5 | 92 | c | c | c | c | c | c | c |
| West North Central | - 9 | - 8 | - 6 | 5 | 72 | c | c | c | c | c | c | c |
| Pacific | - 6 | - 5 | -15 | 5 | 275 | c | c | c | c | c | c | c |
| Meats and meat products | +26 | 0 | +21 | 41 | 18,731 | +26 | - 3 | 36 | 11,418 | 64 | 64 | 66 |
| Middle Atlantic | +28 | + 9 | +20 | 11 | 4,863 | - 3 | 0 | 11 | 2,241 | 46 | 61 | 50 |
| East North Central | +25 | - 7 | +31 | 12 | 6,135 | +53 | - 3 | 11 | 5,512 | 90 | 74 | 87 |
| South Atlantic | + 2 | -10 | + 8 | 5 | 1,234 | +24 | + 5 | 4 | 622 | 50 | 42 | 43 |
| Pacific | +34 | + 7 | +38 | 4 | 1,787 | +37 | + 4 | 4 | 530 | 30 | 29 | 31 |
| Paper and its products | - 5 | - 6 | + 2 | 59 | 7,446 | +45 | + 4 | 28 | 5,110 | 156 | 100 | 139 |
| Middle Atlantic | -11 | - 5 | - 3 | 16 | 1,429 | +46 | - 2 | 10 | 1,037 | 109 | 64 | 108 |
| East North Central | - 8 | - 5 | + 1 | 19 | 3,786 | +58 | + 9 | 8 | 1,517 | 127 | 70 | 109 |
| South Atlantic | -10 | - 8 | + 3 | 8 | 717 | c | c | c | c | c | c | c |
| Petroleum | +27 | - 5 | +33 | 27 | 1,092 | +14 | + 1 | 25 | 655 | 66 | 74 | 61 |
| Shoes and other footwear | -21 | -28 | +11 | 28 | 8,854 | +42 | +14 | 19 | 10,428 | 130 | 74 | 82 |
| Tobacco products | - 6 | - 3 | + 1 | 249 | 30,067 | + 4 | - 2 | 129 | 11,276 | 64 | 57 | 64 |
| New England | - 3 | - 3 | + 8 | 19 | 2,571 | +24 | - 2 | 8 | 333 | 48 | 38 | 49 |
| Middle Atlantic | -10 | - 2 | - 2 | 62 | 12,053 | +11 | 0 | 37 | 6,757 | 70 | 56 | 69 |
| East North Central | - 1 | - 3 | + 3 | 50 | 6,261 | -11 | -12 | 20 | 1,293 | 51 | 56 | 56 |
| South Atlantic | - 1 | - 8 | + 1 | 17 | 1,778 | + 2 | - 3 | 12 | 875 | 59 | 57 | 57 |
| West South Central | - 4 | + 1 | - 5 | 26 | 1,821 | + 8 | - 4 | 9 | 411 | 59 | 56 | 63 |
| Mountain | + 2 | + 1 | - 1 | 19 | 1,153 | +15 | + 7 | 14 | 340 | 70 | 56 | 71 |
| Pacific | -14 | -12 | + 1 | 18 | 1,391 | -15 | - 8 | 8 | 248 | 47 | 51 | 47 |
| Miscellaneous | - 5 | -11 | + 2 | 11 | 2,304 | +31 | - 6 | 6 | 1,950 | 197 | 157 | 204 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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# TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISIONS

## MAY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | May 1948 sample | |
|---|---|---|---|---|---|---|---|
| | May 1948 | May 1947 | April 1948 | May 1948 from May 1947 | May 1948 from April 1948 | No. of firms reporting | Accounts receivable as of May 1, 1948 (add 000) |
| United States total | 100 | 108 | 104 | +15 | + 1 | 2,382 | $406,186 |
| New England | 96 | 102 | 98 | +12 | - 2 | 164 | 20,142 |
| Middle Atlantic | 108 | 119 | 114 | +15 | + 2 | 500 | 71,911 |
| East North Central | 106 | 111 | 111 | +10 | + 2 | 452 | 66,475 |
| West North Central | 92 | 99 | 95 | +17 | + 3 | 273 | 70,061 |
| South Atlantic | 98 | 109 | 100 | +17 | 0 | 313 | 42,738 |
| East South Central | 102 | 111 | 108 | +19 | + 2 | 129 | 18,490 |
| West South Central | 110 | 115 | 113 | +17 | + 3 | 205 | 32,331 |
| Mountain | 106 | 111 | 110 | +17 | + 6 | 87 | 11,795 |
| Pacific | 96 | 103 | 101 | +15 | 0 | 253 | 52,843 |
| Automotive supplies | 86 | 90 | 84 | + 1 | + 3 | 142 | 7,797 |
| New England | 77 | 76 | 70 | + 6 | - 1 | 6 | 349 |
| Middle Atlantic | 76 | 82 | 75 | + 8 | + 7 | 34 | 775 |
| East North Central | 106 | 104 | 102 | - 7 | - 4 | 32 | 1,102 |
| West North Central | 88 | 92 | 87 | + 6 | + 8 | 26 | 3,087 |
| South Atlantic | 81 | 88 | 83 | + 9 | - 4 | 9 | 480 |
| West South Central | 103 | 97 | 88 | + 7 | - 3 | 5 | 166 |
| Mountain | 62 | 74 | 64 | - 4 | + 9 | 4 | 185 |
| Pacific | 78 | 82 | 76 | - 7 | + 3 | 23 | 1,537 |
| Electrical group, total | 90 | 95 | 96 | +17 | + 4 | 526 | 115,244 |
| Full-line wholesalers | 88 | 94 | 95 | +17 | + 4 | 369 | 101,982 |
| New England | 91 | 92 | 93 | + 7 | - 3 | 31 | 5,812 |
| Middle Atlantic | 86 | 98 | 94 | +20 | + 2 | 56 | 15,258 |
| East North Central | 94 | 100 | 99 | +13 | + 9 | 68 | 20,885 |
| West North Central | 82 | 86 | 91 | +12 | 0 | 38 | 12,082 |
| South Atlantic | 86 | 92 | 93 | +20 | + 4 | 60 | 14,669 |
| East South Central | 88 | 95 | 111 | +27 | + 6 | 18 | 4,713 |
| West South Central | 87 | 88 | 96 | +27 | +12 | 41 | 10,330 |
| Mountain | 85 | 88 | 92 | +25 | +12 | 17 | 3,743 |
| Pacific | 89 | 93 | 94 | +16 | - 4 | 40 | 14,490 |
| Wiring supplies, construction materials distributors | 87 | 96 | 87 | +11 | + 6 | 95 | 6,832 |
| New England | 87 | 93 | 81 | + 2 | - 3 | 10 | 485 |
| Middle Atlantic | 85 | 90 | 95 | + 2 | + 6 | 22 | 1,198 |
| East North Central | 87 | 87 | 86 | + 6 | + 5 | 22 | 1,289 |
| West North Central | 87 | 86 | 88 | +12 | + 2 | 6 | 647 |
| South Atlantic | 93 | 121 | 90 | +22 | +20 | 16 | 1,824 |
| West South Central | 80 | 82 | 79 | 0 | - 6 | 5 | 437 |
| Pacific | 82 | 88 | 72 | +14 | - 1 | 7 | 468 |
| Appliances and specialties wholesalers | 117 | 120 | 118 | +12 | + 1 | 62 | 6,430 |
| New England | 132 | 162 | 129 | +26 | - 9 | 5 | 311 |
| Middle Atlantic | 97 | 126 | 113 | +34 | +19 | 10 | 1,020 |
| East North Central | 131 | 140 | 129 | +11 | + 3 | 12 | 958 |
| West North Central | 111 | 109 | 118 | + 6 | - 7 | 8 | 656 |
| South Atlantic | 147 | 137 | 128 | +30 | - 9 | 9 | 1,226 |
| Pacific | 117 | 90 | 114 | + 1 | +10 | 8 | 677 |
| Furniture and house furnishings | 86 | 91 | 90 | +36 | 0 | 37 | 8,824 |
| New England | 73 | 83 | 72 | +24 | 0 | 6 | 1,238 |
| Middle Atlantic | 88 | 95 | 93 | +42 | - 2 | 8 | 1,766 |
| West North Central | 89 | 90 | 96 | +45 | + 1 | 4 | 3,391 |
| West South Central | 82 | 83 | 76 | +21 | - 1 | 4 | 814 |
| Pacific | 71 | 91 | 76 | +60 | + 2 | 7 | 374 |
| Hardware | 88 | 97 | 88 | +18 | + 3 | 113 | 50,578 |
| Middle Atlantic | 91 | 95 | 89 | +14 | - 2 | 22 | 7,126 |
| East North Central | 89 | 99 | 90 | +13 | 0 | 15 | 7,577 |
| West North Central | 84 | 97 | 85 | +24 | +11 | 17 | 15,010 |
| South Atlantic | 90 | 102 | 87 | +25 | - 2 | 17 | 2,915 |
| East South Central | 90 | 99 | 91 | +23 | + 1 | 8 | 2,777 |
| West South Central | 99 | 105 | 100 | +19 | + 3 | 14 | 3,827 |
| Mountain | 95 | 92 | 93 | +23 | + 8 | 4 | 888 |
| Pacific | 87 | 94 | 85 | +15 | + 1 | 13 | 10,006 |
| Industrial supplies | 92 | 91 | 97 | + 4 | + 2 | 59 | 9,025 |
| New England | 69 | 85 | 71 | +32 | + 1 | 5 | 750 |
| Middle Atlantic | 96 | 94 | 101 | - 8 | - 1 | 17 | 1,805 |
| East North Central | 96 | 89 | 93 | -12 | -18 | 9 | 894 |
| South Atlantic | 89 | 94 | 92 | + 4 | +12 | 7 | 816 |
| West South Central | 101 | 101 | 111 | +18 | +11 | 5 | 2,798 |
| Pacific | 69 | 69 | 71 | - 6 | - 2 | 6 | 833 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISIONS

## MAY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages [a] | | | Accounts receivable percent change | | May 1948 sample | |
|---|---|---|---|---|---|---|---|
| | May 1948 | May 1947 | April 1948 | May 1948 from May 1947 | May 1948 from Apr. 1948 | No. of firms reporting | Accounts receivable as of May 31, 1948 (add 000) |
| Jewelry | 60 | 66 | 61 | +19 | + 5 | 119 | $8,257 |
| Middle Atlantic | 65 | 72 | 66 | + 3 | - 2 | 29 | 1,076 |
| East North Central | 59 | 67 | 62 | +25 | + 8 | 34 | 3,070 |
| West North Central | 71 | 75 | 73 | +17 | + 3 | 13 | 842 |
| Pacific | 58 | 63 | 57 | +19 | + 5 | 27 | 2,496 |
| Lumber and building materials | 102 | 116 | 105 | +32 | + 9 | 49 | 8,829 |
| Middle Atlantic | 99 | 105 | 102 | +30 | +27 | 8 | 2,133 |
| East North Central | 99 | 121 | 106 | +49 | +21 | 12 | 1,314 |
| West North Central | 90 | 115 | 100 | +34 | 0 | 4 | 1,519 |
| South Atlantic | 118 | 143 | 118 | +24 | + 6 | 7 | 854 |
| Pacific | 102 | 106 | 98 | +38 | 0 | 9 | 1,543 |
| Machinery, equipment, supplies (except electrical) | 85 | 85 | 90 | - 2 | + 6 | 34 | 4,567 |
| New England | 61 | 69 | 62 | + 6 | + 5 | 4 | 413 |
| Middle Atlantic | 104 | 104 | 110 | +11 | - 1 | 4 | 613 |
| East North Central | 73 | 78 | 82 | -19 | +16 | 8 | 694 |
| South Atlantic | 76 | 86 | 93 | + 1 | + 5 | 4 | 162 |
| West South Central | 104 | 70 | 103 | -11 | + 7 | 4 | 615 |
| Pacific | 74 | 71 | 72 | - 9 | - 6 | 5 | 582 |
| Metals | 120 | 117 | 119 | +26 | - 1 | 15 | 3,048 |
| Optical goods | 80 | 94 | 87 | +12 | - 8 | 7 | 209 |
| Paints and varnishes | 67 | 81 | 73 | +10 | +11 | 18 | 1,393 |
| Plumbing and heating supplies | 84 | 86 | 85 | +18 | + 3 | 56 | 5,941 |
| New England | 82 | 84 | 78 | +27 | 0 | 6 | 362 |
| Middle Atlantic | 80 | 80 | 87 | + 5 | - 2 | 15 | 1,306 |
| East North Central | 80 | 88 | 77 | +20 | + 3 | 13 | 1,414 |
| West North Central | 91 | 87 | 85 | +23 | +16 | 7 | 758 |
| Pacific | 76 | 76 | 80 | +17 | + 1 | 4 | 1,209 |
| Refrigeration equipment, parts (commercial) | 89 | 87 | 82 | -12 | + 2 | 16 | 744 |
| Surgical, medical, equipment, supplies | 63 | 59 | 62 | + 3 | + 1 | 28 | 4,452 |
| Middle Atlantic | 55 | 56 | 55 | + 3 | 0 | 7 | 341 |
| East North Central | 62 | 56 | 62 | + 2 | + 1 | 8 | 3,038 |
| West South Central | 76 | 69 | 66 | +11 | + 3 | 5 | 479 |
| Beer | 213 | 237 | 231 | +25 | +13 | 14 | 298 |
| Chemicals, industrial | 82 | 86 | 89 | + 8 | + 7 | 11 | 1,331 |
| Clothing and furnishings (except shoes) | 87 | 105 | 93 | +26 | + 3 | 22 | 4,113 |
| Middle Atlantic | 90 | 110 | 97 | +32 | + 5 | 9 | 3,511 |
| Coal | 111 | 121 | 105 | +18 | -26 | 8 | 2,559 |
| Confectionery | 124 | 149 | 131 | +20 | + 5 | 24 | 795 |
| Dairy and poultry products | 140 | 179 | 156 | +39 | + 7 | 17 | 3,200 |
| Drugs and sundries (liquor excluded) | 102 | 106 | 104 | +10 | + 1 | 76 | 14,472 |
| New England | 106 | 114 | 127 | +14 | +14 | 6 | 737 |
| Middle Atlantic | 93 | 95 | 97 | +10 | + 4 | 10 | 3,556 |
| East North Central | 97 | 103 | 97 | +15 | 0 | 13 | 2,704 |
| West North Central | 112 | 117 | 116 | + 9 | 0 | 9 | 1,701 |
| South Atlantic | 108 | 115 | 110 | +10 | - 1 | 17 | 2,679 |
| East South Central | 96 | 100 | 96 | +11 | + 1 | 7 | 762 |
| West South Central | 106 | 107 | 102 | + 2 | - 4 | 8 | 1,999 |
| Dry goods | 64 | 79 | 68 | +19 | - 1 | 139 | 47,152 |
| New England | 79 | 87 | 75 | +28 | + 8 | 5 | 431 |
| Middle Atlantic | 75 | 85 | 82 | +13 | - 4 | 39 | 6,546 |
| East North Central | 75 | 84 | 83 | + 3 | - 4 | 11 | 2,158 |
| West North Central | 56 | 62 | 57 | + 7 | + 1 | 11 | 11,376 |
| South Atlantic | 68 | 88 | 68 | +28 | - 3 | 22 | 4,485 |
| East South Central | 72 | 82 | 74 | + 7 | - 3 | 15 | 2,329 |
| West South Central | 64 | 74 | 67 | +14 | + 2 | 9 | 1,466 |
| Mountain | 73 | 90 | 78 | +19 | - 5 | 6 | 1,108 |
| Pacific | 73 | 88 | 83 | +24 | 0 | 16 | 5,304 |
| Farm supplies | 97 | 96 | 96 | +20 | -11 | 10 | 3,840 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISIONS

### MAY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages[a] | | | Accounts receivable percent change | | May 1948 sample | |
|---|---|---|---|---|---|---|---|
| | May 1948 | May 1947 | April 1948 | May 1948 from May 1948 | May 1948 from Apr. 1948 | No. of firms reporting | Accounts receivable as of May 31, 1948 (add 000) |
| Fresh fruits and vegetables | 192 | 197 | 185 | 0 | - 1 | 51 | 1,812 |
| New England | 169 | 192 | 176 | - 5 | +15 | 9 | 199 |
| Middle Atlantic | 191 | 189 | 166 | +10 | -11 | 12 | 440 |
| East North Central | 188 | 229 | 221 | +25 | +27 | 8 | 192 |
| West North Central | 226 | 223 | 238 | - 4 | - 1 | 4 | 110 |
| South Atlantic | 161 | 187 | 182 | +25 | +16 | 8 | 233 |
| Pacific | 218 | 206 | 201 | -23 | - 9 | 5 | 422 |
| Groceries, total | 150 | 161 | 155 | +14 | + 2 | 465 | 52,803 |
| Non-affiliated full-line wholesalers[b] | 157 | 172 | 160 | +15 | 0 | 276 | 27,191 |
| New England | 92 | 101 | 106 | + 2 | +11 | 4 | 702 |
| Middle Atlantic | 149 | 192 | 168 | +38 | +12 | 16 | 1,994 |
| East North Central | 140 | 137 | 138 | + 5 | - 1 | 51 | 5,207 |
| West North Central | 187 | 213 | 202 | +27 | + 4 | 46 | 4,222 |
| South Atlantic | 170 | 183 | 172 | +14 | + 5 | 49 | 3,163 |
| East South Central | 160 | 169 | 161 | + 7 | 0 | 30 | 2,026 |
| West South Central | 167 | 186 | 156 | +17 | - 8 | 64 | 6,077 |
| Mountain | 139 | 147 | 142 | +10 | + 4 | 10 | 1,548 |
| Pacific | 138 | 170 | 152 | +15 | 0 | 6 | 2,252 |
| Voluntary-group wholesalers | 150 | 158 | 158 | + 9 | + 4 | 100 | 14,707 |
| New England | 111 | 119 | 116 | +18 | +12 | 10 | 2,301 |
| Middle Atlantic | 143 | 153 | 153 | +10 | 0 | 27 | 4,894 |
| East North Central | 225 | 219 | 231 | - 3 | - 1 | 23 | 1,240 |
| West North Central | 141 | 149 | 134 | +14 | +11 | 23 | 3,754 |
| South Atlantic | 187 | 211 | 205 | +17 | + 8 | 6 | 521 |
| Pacific | 177 | 174 | 210 | - 4 | - 7 | 8 | 1,542 |
| Retailer-cooperative warehouses | 172 | 178 | 169 | +27 | 0 | 16 | 3,680 |
| Middle Atlantic | 200 | 203 | 211 | +28 | - 4 | 5 | 699 |
| West North Central | 83 | 80 | 82 | +16 | - 1 | 4 | 1,201 |
| Specialty lines wholesalers | 110 | 118 | 122 | +13 | + 3 | 73 | 7,225 |
| New England | 191 | 210 | 174 | +18 | -18 | 6 | 141 |
| Middle Atlantic | 105 | 112 | 121 | + 6 | + 3 | 17 | 1,845 |
| East North Central | 167 | 177 | 156 | +10 | -14 | 9 | 285 |
| South Atlantic | 141 | 130 | 145 | +10 | + 7 | 14 | 934 |
| West South Central | 108 | 127 | 115 | +27 | + 6 | 5 | 159 |
| Pacific | 96 | 108 | 111 | +19 | + 5 | 17 | 3,733 |
| Leather and shoe findings | 68 | 78 | 68 | + 7 | +13 | 19 | 702 |
| Middle Atlantic | 68 | 91 | 65 | +33 | +16 | 5 | 57 |
| East North Central | 78 | 106 | 89 | +26 | +13 | 4 | 98 |
| West North Central | 63 | 82 | 68 | +22 | + 9 | 4 | 106 |
| Pacific | 68 | 71 | 63 | - 7 | +13 | 4 | 379 |
| Meats and Meat products | 241 | 264 | 264 | +36 | + 4 | 39 | 6,921 |
| Middle Atlantic | 219 | 222 | 224 | +24 | +10 | 11 | 1,901 |
| East North Central | 273 | 276 | 299 | +21 | -14 | 12 | 1,886 |
| South Atlantic | 207 | 310 | 267 | +46 | +18 | 4 | 534 |
| Pacific | 228 | 266 | 257 | +56 | +15 | 4 | 680 |
| Paper and its products | 96 | 100 | 101 | - 4 | - 5 | 51 | 7,028 |
| Middle Atlantic | 97 | 93 | 95 | -10 | - 7 | 13 | 1,273 |
| East North Central | 100 | 106 | 108 | - 6 | - 7 | 19 | 3,728 |
| South Atlantic | 101 | 94 | 98 | -17 | - 7 | 7 | 619 |
| Petroleum | 122 | 125 | 123 | +29 | - 5 | 24 | 797 |
| Shoes and other footwear | 71 | 76 | 75 | + 2 | -14 | 26 | 16,894 |
| Tobacco products | 187 | 207 | 199 | + 9 | + 3 | 158 | 10,357 |
| New England | 164 | 177 | 173 | + 7 | + 2 | 14 | 1,348 |
| Middle Atlantic | 220 | 253 | 243 | + 8 | + 7 | 48 | 4,464 |
| East North Central | 169 | 181 | 178 | +20 | + 3 | 26 | 2,072 |
| South Atlantic | 154 | 164 | 154 | +11 | - 2 | 12 | 768 |
| West South Central | 141 | 148 | 139 | +10 | - 2 | 13 | 374 |
| Mountain | 134 | 137 | 124 | -14 | - 6 | 16 | 241 |
| Pacific | 142 | 146 | 142 | - 6 | - 6 | 12 | 610 |
| Miscellaneous | 93 | 99 | 99 | + 9 | - 7 | 9 | 2,204 |

a Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

b Not affiliated with voluntary or cooperative groups.

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Ref

MONTHLY

# WHOLESALE TRADE

REPORT*

DEPARTMENT OF COMMERCE
CHARLES SAWYER, *Secretary*
BUREAU OF THE CENSUS
J. C. Capt, Director

THE LIBRARY OF THE
AUG 6 1948
UNIVERSITY OF ILLINOIS

## SALES, INVENTORIES, AND CREDITS
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

For Release
August 3, 1948

## JUNE 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 2,747 merchant wholesalers representing all parts of the country and the various lines of trade. June sales of the 2,747 wholesalers totaled $499,288,000.

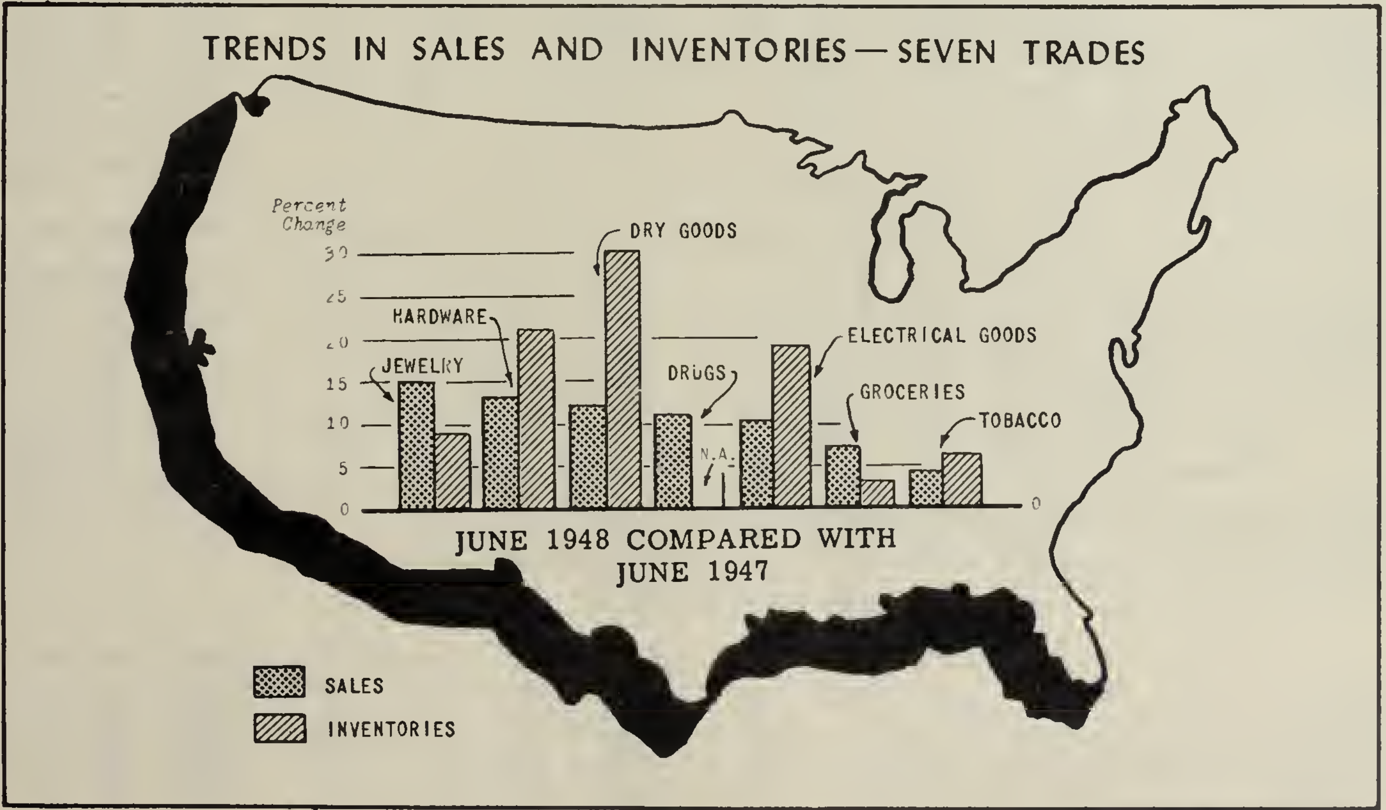
June dollar sales of the 2,747 merchant wholesalers were up 12 percent over June of last year, and up 6 percent from May of this year. Sales during the first six months of the year were up 9 percent over the corresponding period of 1947.

June sales of independent retail stores as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, were up 10 percent over June of last year, but they showed little or no change from May of this year. For the year-to-date, first half of 1948 compared with 1947, sales of independent stores increased 7 percent, compared with the 9 percent increase recorded by the 2,747 wholesalers.

Of the 37 trades for which data are shown separately in the accompanying tables, 32 showed increases over June of last year, the gains ranging up to 30 percent or more for lumber and building materials, chemicals, coal, and meats. Four trades recorded decreases, while one, paper and its products, showed no change. Six of the wholesale trades shown separately herein (furniture, jewelry, clothing, farm supplies, grocery specialty lines, and leather) registered sales decreases -- mostly seasonal -- from May to June, while the balance showed increases ranging up to 10 percent or more.

June 30 inventories, valued at cost, of 1,732 of the 2,747 wholesalers were up 18 percent over June 30 of last year, and were up 2 percent from May month-end. Twenty-nine trades showed stocks up from a year ago and 6 reported decreases. (Stock data are not available for two trades.) During June, 18 trades reported increases (generally small), 11 showed decreases, and 6, no change.

Receivables at the beginning of June were up 15 percent from a year earlier, contrasted with the 12 percent increase in sales over the same period. For some months receivables have been increasing at a more rapid rate than sales, indicating some slowing up of collections. The collection percentage was 105 in June compared with 99 in May, and 108 in April. In June of 1947, the collection percentage was 108.


TRENDS IN SALES AND INVENTORIES — SEVEN TRADES

JUNE 1948 COMPARED WITH
JUNE 1947

* Conducted jointly by the National Association of Credit Men and the Bureau of the Census. Data are not adjusted for number of days in the month nor for seasonal or price fluctuations.

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## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## JUNE 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | | Stock-sales$^a$ ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1948 sample | | Percent change | | June 1948 sample | | | | | |
| | June 1948 from June 1947 | June 1948 from May 1948 | 6 mos. 1948 from 6 mos. 1947$^b$ | No. of firms reporting | Reported dollar sales (add 000) | June 1948 from June 1947 | June 1948 from May 1948 | No. of firms reporting | Reported dollar values (add 000) | June 1948 | June 1947 | May 1948 |
| United States total................ | +12 | + 6 | + 9 | 2,747 | $499,288 | +18 | + 2 | 1,732 | $505,414 | 148 | 140 | 152 |
| New England.............................. | +11 | + 7 | + 6 | 186 | 23,499 | +20 | + 1 | 115 | 20,117 | 136 | 128 | 141 |
| Middle Atlantic.......................... | +12 | + 7 | + 8 | 574 | 93,682 | +19 | + 1 | 340 | 64,141 | 112 | 105 | 119 |
| East North Central....................... | +12 | + 5 | +11 | 537 | 95,014 | +14 | - 2 | 337 | 81,368 | 120 | 117 | 128 |
| West North Central....................... | +13 | + 5 | +10 | 267 | 62,176 | +24 | + 4 | 182 | 78,141 | 169 | 158 | 173 |
| South Atlantic........................... | + 6 | + 3 | + 7 | 363 | 46,426 | +17 | + 1 | 224 | 45,190 | 137 | 123 | 140 |
| East South Central....................... | + 9 | + 3 | + 6 | 159 | 22,613 | +14 | + 1 | 98 | 22,154 | 142 | 133 | 143 |
| West South Central....................... | +16 | + 5 | +12 | 237 | 44,981 | +18 | - 2 | 160 | 49,598 | 149 | 150 | 159 |
| Mountain................................. | +17 | + 8 | +11 | 128 | 19,939 | + 7 | 0 | 84 | 19,730 | 142 | 157 | 153 |
| Pacific.................................. | + 8 | + 5 | + 8 | 271 | 55,501 | + 5 | 0 | 168 | 67,742 | 183 | 188 | 189 |
| Automotive supplies...................... | + 8 | + 8 | - 1 | 153 | 10,332 | + 6 | + 1 | 91 | 11,825 | 216 | 217 | 236 |
| New England.............................. | + 2 | -13 | - 3 | 5 | 254 | c | c | c | c | c | c | c |
| Middle Atlantic.......................... | + 6 | +14 | - 3 | 35 | 945 | +21 | + 6 | 28 | 1,420 | 227 | 210 | 245 |
| East North Central....................... | + 5 | +15 | - 2 | 33 | 1,772 | + 3 | + 1 | 25 | 2,766 | 183 | 187 | 206 |
| West North Central....................... | + 7 | + 3 | - 2 | 17 | 2,221 | + 9 | + 2 | 11 | 2,129 | 214 | 224 | 236 |
| South Atlantic........................... | +29 | + 4 | + 6 | 12 | 827 | - 6 | - 3 | 7 | 578 | 157 | 190 | 166 |
| West South Central....................... | +13 | +17 | - 4 | 8 | 771 | +15 | + 7 | 5 | 830 | 172 | 176 | 190 |
| Mountain................................. | +17 | +16 | + 2 | 9 | 685 | c | c | c | c | c | c | c |
| Pacific.................................. | + 2 | + 4 | -12 | 31 | 2,756 | + 1 | - 1 | 10 | 3,487 | 288 | 274 | 316 |
| Electrical group, total.................. | +10 | + 4 | +19 | 535 | 109,413 | +19 | 0 | 468 | 134,356 | 130 | 120 | 135 |
| Full-line wholesalers.................... | +10 | + 4 | +22 | 367 | 93,889 | +20 | 0 | 357 | 120,979 | 131 | 120 | 135 |
| New England.............................. | + 7 | - 5 | + 7 | 31 | 5,106 | +19 | - 2 | 31 | 7,877 | 154 | 138 | 149 |
| Middle Atlantic.......................... | +11 | +10 | +13 | 57 | 14,401 | +27 | + 3 | 54 | 17,159 | 122 | 106 | 130 |
| East North Central....................... | + 8 | + 2 | +68 | 69 | 22,448 | +13 | - 3 | 67 | 25,652 | 116 | 111 | 122 |
| West North Central....................... | +17 | + 4 | +25 | 34 | 9,846 | +29 | + 1 | 34 | 11,960 | 121 | 110 | 125 |
| South Atlantic........................... | - 3 | + 1 | +15 | 59 | 12,005 | +19 | + 2 | 56 | 16,351 | 144 | 118 | 142 |
| East South Central....................... | + 4 | + 3 | +23 | 22 | 4,752 | +27 | + 2 | 21 | 5,833 | 126 | 102 | 126 |
| West South Central....................... | +25 | + 7 | +33 | 42 | 8,942 | +30 | - 1 | 42 | 10,627 | 119 | 114 | 129 |
| Mountain................................. | +25 | +12 | +27 | 17 | 3,832 | +19 | + 2 | 16 | 5,040 | 134 | 140 | 148 |
| Pacific.................................. | +11 | + 3 | +21 | 36 | 12,557 | +11 | + 1 | 36 | 20,480 | 163 | 162 | 165 |
| Wiring supplies, construction materials distributors................ | +10 | +10 | + 4 | 101 | 6,783 | + 8 | - 1 | 67 | 5,581 | 111 | 112 | 122 |
| New England.............................. | +12 | +15 | - 3 | 12 | 601 | c | c | c | c | c | c | c |
| Middle Atlantic.......................... | + 6 | +10 | - 4 | 28 | 1,227 | + 7 | + 1 | 19 | 1,243 | 127 | 121 | 138 |
| East North Central....................... | + 8 | +12 | + 1 | 23 | 1,400 | + 1 | - 3 | 18 | 1,614 | 129 | 143 | 149 |
| West North Central....................... | +24 | +21 | +16 | 7 | 776 | c | c | c | c | c | c | c |
| South Atlantic........................... | 0 | - 2 | + 9 | 10 | 1,361 | +11 | 0 | 7 | 860 | 69 | 62 | 68 |
| East South Central....................... | +25 | +17 | +24 | 4 | 270 | +17 | - 5 | 4 | 217 | 80 | 86 | 100 |
| West South Central....................... | +22 | +27 | + 9 | 6 | 501 | c | c | c | c | c | c | c |
| Mountain................................. | +31 | - 2 | +20 | 5 | 295 | c | c | c | c | c | c | c |
| Pacific.................................. | + 3 | +10 | - 4 | 6 | 352 | -10 | - 1 | 6 | 624 | 177 | 204 | 196 |
| Appliances and specialties wholesalers........................... | + 9 | + 2 | +10 | 67 | 8,741 | +15 | - 4 | 44 | 7,796 | 130 | 121 | 138 |
| New England.............................. | +13 | 0 | +17 | 5 | 739 | +54 | - 5 | 5 | 767 | 104 | 76 | 110 |
| Middle Atlantic.......................... | +36 | + 8 | +11 | 15 | 1,980 | -17 | - 5 | 6 | 849 | 120 | 156 | 147 |
| East North Central....................... | + 8 | + 6 | +11 | 12 | 1,593 | +72 | -13 | 6 | 898 | 82 | 54 | 104 |
| West North Central....................... | - 8 | -12 | + 5 | 9 | 730 | +23 | + 3 | 8 | 1,224 | 182 | 132 | 153 |
| South Atlantic........................... | - 6 | -10 | + 7 | 9 | 1,565 | +33 | - 9 | 7 | 1,117 | 90 | 73 | 93 |
| West South Central....................... | - 5 | 0 | - 7 | 4 | 857 | c | c | c | c | c | c | c |
| Mountain................................. | +20 | +24 | +33 | 5 | 447 | +130 | +12 | 4 | 400 | 139 | 72 | 162 |
| Pacific.................................. | +11 | +19 | + 7 | 5 | 320 | -11 | - 5 | 4 | 543 | 251 | 343 | 333 |
| Furniture and house furnishings......... | +29 | - 2 | +25 | 34 | 7,003 | +65 | + 9 | 20 | 6,853 | 117 | 92 | 102 |
| New England.............................. | +37 | + 1 | +15 | 4 | 795 | c | c | c | c | c | c | c |
| Middle Atlantic.......................... | +52 | + 2 | +33 | 10 | 1,391 | c | c | c | c | c | c | c |
| East North Central....................... | +33 | + 8 | +22 | 4 | 1,034 | c | c | c | c | c | c | c |
| Mountain................................. | +28 | +37 | + 9 | 4 | 336 | c | c | c | c | c | c | c |
| Pacific.................................. | +26 | +22 | +13 | 6 | 239 | c | c | c | c | c | c | c |
| Hardware................................. | +13 | + 3 | + 7 | 119 | 46,941 | +21 | 0 | 87 | 79,141 | 214 | 204 | 221 |
| Middle Atlantic.......................... | +11 | + 4 | + 9 | 26 | 6,850 | +20 | - 2 | 18 | 7,974 | 178 | 171 | 187 |
| East North Central....................... | + 2 | -10 | + 4 | 12 | 5,853 | +19 | + 1 | 10 | 11,628 | 214 | 182 | 191 |
| West North Central....................... | +21 | + 9 | + 7 | 18 | 12,768 | +28 | + 1 | 17 | 25,666 | 209 | 197 | 225 |
| South Atlantic........................... | +25 | +11 | +12 | 16 | 2,783 | +29 | + 2 | 12 | 4,196 | 205 | 214 | 207 |
| East South Central....................... | +12 | + 8 | + 8 | 8 | 2,492 | +14 | - 1 | 5 | 2,908 | 146 | 147 | 165 |
| West South Central....................... | +13 | + 2 | + 9 | 16 | 5,344 | +19 | 0 | 9 | 6,213 | 223 | 217 | 232 |
| Mountain................................. | +19 | + 2 | +14 | 7 | 2,356 | c | c | c | c | c | c | c |
| Pacific.................................. | + 8 | 0 | + 4 | 13 | 8,040 | +13 | - 2 | 10 | 18,434 | 268 | 264 | 278 |

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## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1948 sample | | Percent change | | June 1948 sample | | | | |
| | June 1948 from June 1947 | June 1948 from May 1948 | 6 mos. 1948 from 6 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | June 1948 from June 1947 | June 1948 from May 1948 | No. of firms reporting | Reported dollar values (add 000) | June 1948 | June 1947 | May 1948 |
| Industrial supplies | +19 | + 9 | + 6 | 64 | $10,079 | +16 | + 2 | 42 | $12,569 | 192 | 205 | 208 |
| New England | + 5 | + 5 | + 2 | 7 | 420 | + 7 | 0 | 5 | 1,219 | 364 | 363 | 374 |
| Middle Atlantic | - 4 | + 1 | - 2 | 21 | 1,946 | + 8 | - 1 | 14 | 2,066 | 153 | 136 | 159 |
| East North Central | + 8 | + 7 | + 3 | 9 | 889 | +20 | + 1 | 6 | 418 | 159 | 154 | 169 |
| West North Central | + 9 | - 6 | +18 | 8 | 617 | c | c | c | c | c | c | c |
| South Atlantic | +23 | + 3 | + 9 | 6 | 704 | + 9 | 0 | 5 | 1,098 | 157 | 179 | 162 |
| West South Central | +38 | +18 | +16 | 6 | 4,620 | +25 | + 4 | 5 | 6,836 | 199 | 236 | 227 |
| Pacific | + 7 | + 1 | - 4 | 5 | 419 | c | c | c | c | c | c | c |
| Jewelry | +15 | - 5 | + 9 | 136 | 4,209 | + 9 | + 4 | 70 | 7,578 | 288 | 300 | 271 |
| New England | + 2 | - 7 | + 7 | 7 | 357 | c | c | c | c | c | c | c |
| Middle Atlantic | +47 | - 1 | +16 | 31 | 637 | - 6 | + 3 | 12 | 919 | 230 | 359 | 222 |
| East North Central | + 7 | 0 | + 6 | 42 | 1,417 | +21 | + 5 | 21 | 3,251 | 309 | 267 | 304 |
| West North Central | +22 | -15 | +10 | 13 | 748 | + 6 | + 9 | 6 | 1,061 | 331 | 327 | 248 |
| South Atlantic | 0 | - 8 | - 5 | 6 | 233 | c | c | c | c | c | c | c |
| Pacific | +20 | + 1 | +10 | 29 | 686 | - 2 | - 2 | 20 | 1,268 | 219 | 278 | 239 |
| Lumber and building materials | +34 | + 5 | +20 | 51 | 8,763 | +59 | + 4 | 23 | 3,598 | 86 | 70 | 85 |
| Middle Atlantic | +35 | + 6 | +15 | 13 | 2,697 | +24 | 0 | 4 | 762 | 42 | 43 | 43 |
| East North Central | +19 | - 4 | +20 | 11 | 1,253 | +78 | -11 | 6 | 755 | 115 | 85 | 138 |
| South Atlantic | +23 | + 6 | +16 | 7 | 1,070 | c | c | c | c | c | c | c |
| East South Central | +31 | +12 | + 5 | 4 | 822 | c | c | c | c | c | c | c |
| Pacific | +53 | + 5 | +35 | 8 | 1,578 | +80 | +23 | 6 | 1,352 | 158 | 112 | 122 |
| Machinery, equipment, supplies (except electrical) | +10 | + 3 | + 9 | 42 | 5,572 | +19 | - 3 | 27 | 6,875 | 158 | 147 | 169 |
| Middle Atlantic | +20 | +15 | + 9 | 5 | 685 | c | c | c | c | c | c | c |
| East North Central | +16 | - 5 | - 1 | 11 | 886 | +17 | - 4 | 7 | 679 | 139 | 111 | 141 |
| West South Central | +29 | +13 | +36 | 4 | 1,429 | c | c | c | c | c | c | c |
| Pacific | + 6 | + 1 | -12 | 7 | 604 | +31 | - 5 | 5 | 1,195 | 282 | 214 | 300 |
| Metals | +25 | + 8 | +13 | 14 | 2,921 | - 3 | + 3 | 10 | 3,595 | 150 | 200 | 157 |
| Optical goods | +20 | +18 | + 3 | 9 | 232 | -11 | 0 | 4 | 117 | 217 | 298 | 229 |
| Paints and varnishes | +10 | + 2 | +12 | 21 | 1,618 | +21 | - 2 | 10 | 863 | 105 | 110 | 112 |
| Plumbing and heating supplies | +19 | + 9 | +13 | 60 | 5,387 | +18 | - 1 | 33 | 4,190 | 152 | 159 | 164 |
| New England | +12 | + 5 | +21 | 6 | 283 | c | c | c | c | c | c | c |
| Middle Atlantic | +24 | + 6 | + 6 | 18 | 1,281 | +26 | - 4 | 8 | 747 | 170 | 186 | 189 |
| East North Central | +17 | +11 | +13 | 13 | 1,140 | - 2 | - 2 | 11 | 1,412 | 145 | 171 | 162 |
| West North Central | +27 | + 1 | +12 | 7 | 579 | +20 | + 1 | 4 | 481 | 116 | 114 | 113 |
| Pacific | +13 | +15 | +11 | 5 | 1,168 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | - 2 | +13 | - 4 | 12 | 600 | -10 | - 6 | 8 | 774 | 198 | 200 | 241 |
| Surgical, medical, equipment, supplies | +10 | + 1 | + 9 | 23 | 1,040 | +15 | 0 | 14 | 1,103 | 205 | 194 | 201 |
| Middle Atlantic | +16 | + 4 | + 4 | 8 | 320 | + 7 | - 3 | 6 | 408 | 239 | 246 | 241 |
| South Atlantic | +11 | +13 | + 8 | 4 | 194 | c | c | c | c | c | c | c |
| Beer | +15 | +23 | + 5 | 41 | 1,924 | +12 | -12 | 28 | 552 | 38 | 38 | 51 |
| Middle Atlantic | + 5 | +12 | + 8 | 7 | 288 | c | c | c | c | c | c | c |
| East North Central | +13 | +24 | + 7 | 11 | 652 | +20 | -11 | 8 | 140 | 26 | 37 | 36 |
| West North Central | + 6 | + 9 | - 4 | 6 | 119 | c | c | c | c | c | c | c |
| South Atlantic | +14 | +21 | + 5 | 5 | 368 | +46 | -20 | 4 | 152 | 52 | 42 | 77 |
| East South Central | + 9 | +16 | - 4 | 5 | 87 | c | c | c | c | c | c | c |
| Pacific | +47 | +45 | +12 | 4 | 352 | c | c | c | c | c | c | c |
| Chemicals, industrial | +63 | +26 | + 6 | 12 | 2,084 | +35 | +22 | 7 | 1,041 | 66 | 89 | 71 |

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## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1948 sample | | Percent change | | June 1948 sample | | | | |
| | June 1948 from June 1947 | June 1948 from May 1948 | 6 mos. 1948 from 6 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | June 1948 from June 1947 | June 1948 from May 1948 | No. of firms reporting | Reported dollar values (add 000) | June 1948 | June 1947 | May 1948 |
| Clothing and furnishings (except shoes)........................ | - 7 | -15 | + 1 | 27 | $ 2,102 | +37 | + 9 | 12 | $ 1,295 | 300 | 200 | 213 |
| Middle Atlantic........................ | -10 | -18 | + 5 | 9 | 1,605 | c | c | c | c | c | c | c |
| South Atlantic........................ | - 3 | -29 | - 1 | 5 | 152 | c | c | c | c | c | c | c |
| Pacific................................ | -18 | + 6 | -26 | 4 | 69 | c | c | c | c | c | c | c |
| Coal.................................... | +61 | +12 | +31 | 7 | 5,566 | c | c | c | c | c | c | c |
| Confectionery........................... | +15 | + 3 | + 6 | 44 | 1,953 | + 9 | + 2 | 23 | 1,230 | 91 | 89 | 90 |
| Middle Atlantic........................ | +21 | + 8 | + 9 | 6 | 380 | + 5 | + 8 | 4 | 155 | 64 | 61 | 62 |
| East North Central..................... | +26 | +15 | +11 | 5 | 264 | c | c | c | c | c | c | c |
| South Atlantic......................... | + 9 | + 8 | - 3 | 13 | 345 | +17 | - 2 | 6 | 243 | 109 | 95 | 121 |
| East South Central..................... | +26 | - 3 | +12 | 8 | 380 | +24 | + 5 | 3 | 222 | 84 | 86 | 80 |
| West South Central..................... | +24 | -17 | + 4 | 4 | 107 | c | c | c | c | c | c | c |
| Dairy and poultry products.............. | +17 | + 9 | +13 | 24 | 6,927 | - 4 | +11 | 11 | 679 | 35 | 39 | 35 |
| Middle Atlantic........................ | +19 | +10 | +16 | 5 | 3,683 | c | c | c | c | c | c | c |
| East North Central..................... | +36 | +17 | +20 | 10 | 1,437 | c | c | c | c | c | c | c |
| Drugs and sundries (liquor excluded).... | +11 | + 6 | + 6 | 164 | 39,735 | d | d | d | d | d | d | d |
| New England............................ | +13 | + 8 | + 8 | 10 | 1,793 | d | d | d | d | d | d | d |
| Middle Atlantic........................ | + 8 | + 7 | + 4 | 19 | 6,693 | d | d | d | d | d | d | d |
| East North Central..................... | +12 | +10 | + 9 | 25 | 6,942 | d | d | d | d | d | d | d |
| West North Central..................... | +14 | + 5 | + 7 | 18 | 4,580 | d | d | d | d | d | d | d |
| South Atlantic......................... | +12 | + 2 | + 7 | 28 | 4,586 | d | d | d | d | d | d | d |
| East South Central..................... | +10 | + 5 | + 5 | 15 | 2,852 | d | d | d | d | d | d | d |
| West South Central..................... | +16 | + 2 | + 8 | 20 | 4,408 | d | d | d | d | d | d | d |
| Mountain............................... | +21 | + 8 | +12 | 12 | 2,065 | d | d | d | d | d | d | d |
| Pacific................................ | + 5 | +11 | + 3 | 17 | 5,816 | d | d | d | d | d | d | d |
| Dry goods............................... | +12 | + 8 | + 6 | 147 | 40,790 | +30 | +11 | 109 | 90,829 | 264 | 223 | 256 |
| New England............................ | +15 | - 1 | - 7 | 5 | 248 | + 1 | + 4 | 5 | 654 | 264 | 300 | 251 |
| Middle Atlantic........................ | +22 | + 8 | +12 | 42 | 6,302 | +32 | + 1 | 25 | 6,834 | 199 | 166 | 212 |
| East North Central..................... | + 2 | + 6 | 0 | 11 | 1,792 | +19 | + 5 | 10 | 3,317 | 188 | 161 | 190 |
| West North Central..................... | + 8 | +11 | - 1 | 9 | 6,618 | +19 | + 3 | 9 | 14,457 | 218 | 199 | 235 |
| South Atlantic......................... | + 4 | - 6 | + 2 | 22 | 2,611 | +19 | + 7 | 16 | 6,466 | 307 | 274 | 268 |
| East South Central..................... | + 7 | - 3 | - 6 | 15 | 1,677 | + 6 | + 4 | 10 | 3,430 | 287 | 279 | 271 |
| West South Central..................... | + 2 | + 3 | -10 | 11 | 1,448 | +13 | + 2 | 9 | 2,639 | 225 | 201 | 226 |
| Mountain............................... | +14 | + 7 | + 4 | 7 | 890 | +20 | - 2 | 5 | 1,410 | 196 | 182 | 206 |
| Pacific................................ | +23 | +20 | +15 | 13 | 2,709 | + 6 | 0 | 8 | 1,912 | 267 | 256 | 286 |
| Farm supplies........................... | -18 | - 2 | + 7 | 13 | 2,550 | - 5 | - 8 | 6 | 775 | 74 | 81 | 82 |
| Fresh fruits and vegetables............. | + 3 | + 5 | + 1 | 69 | 6,663 | +16 | 0 | 37 | 678 | 20 | 18 | 21 |
| New England............................ | -16 | +29 | - 6 | 6 | 458 | c | c | c | c | c | c | c |
| Middle Atlantic........................ | - 7 | + 3 | + 1 | 17 | 1,641 | c | c | c | c | c | c | c |
| East North Central..................... | +13 | + 8 | + 6 | 17 | 2,018 | c | c | c | c | c | c | c |
| West North Central..................... | 0 | + 9 | + 7 | 5 | 427 | c | c | c | c | c | c | c |
| South Atlantic......................... | - 3 | + 3 | + 2 | 10 | 589 | c | c | c | c | c | c | c |
| East South Central..................... | +26 | + 6 | +18 | 5 | 287 | c | c | c | c | c | c | c |
| Pacific................................ | +13 | - 7 | + 4 | 7 | 1,056 | c | c | c | c | c | c | c |
| Groceries, total........................ | + 7 | + 7 | + 5 | 527 | 89,675 | + 3 | - 4 | 313 | 68,108 | 127 | 131 | 141 |
| Non-affiliated full-line wholesalers [e]. | + 4 | + 5 | + 4 | 303 | 40,185 | + 3 | - 4 | 179 | 37,729 | 138 | 139 | 150 |
| New England............................ | + 4 | +20 | - 6 | 5 | 955 | c | c | c | c | c | c | c |
| Middle Atlantic........................ | + 4 | +14 | +10 | 18 | 1,841 | +32 | - 3 | 7 | 1,275 | 122 | 101 | 148 |
| East North Central..................... | + 8 | +11 | + 2 | 51 | 5,550 | - 1 | - 8 | 23 | 4,516 | 135 | 142 | 157 |
| West North Central..................... | 0 | +12 | + 8 | 37 | 3,903 | +12 | 0 | 28 | 4,981 | 169 | 158 | 192 |
| South Atlantic......................... | +10 | + 6 | + 2 | 60 | 6,982 | +18 | - 3 | 30 | 4,193 | 117 | 110 | 128 |
| East South Central..................... | - 2 | - 1 | - 3 | 35 | 4,366 | - 5 | + 1 | 25 | 4,342 | 126 | 126 | 122 |
| West South Central..................... | + 7 | 0 | + 9 | 72 | 11,537 | +14 | - 8 | 46 | 10,482 | 123 | 117 | 133 |
| Mountain............................... | -13 | + 5 | - 5 | 17 | 2,413 | -18 | - 2 | 14 | 4,137 | 199 | 211 | 215 |
| Pacific................................ | + 2 | + 8 | + 3 | 8 | 2,638 | c | c | c | c | c | c | c |

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## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## JUNE 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISION WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1948 sample | | Percent change | | June 1948 sample | | | | |
| | June 1948 from June 1947 | June 1948 from May 1948 | 6 mos. 1948 from 6 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | June 1948 from June 1947 | June 1948 from May 1948 | No. of firms reporting | Reported dollar values (add 000) | June 1948 | June 1947 | May 1948 |
| Voluntary-group wholesalers | +10 | +11 | + 3 | 119 | $ 30,662 | + 7 | - 5 | 79 | $ 18,678 | 113 | 117 | 140 |
| New England | + 6 | +16 | + 6 | 12 | 3,243 | + 8 | - 7 | 5 | 983 | 108 | 114 | 135 |
| Middle Atlantic | +12 | + 8 | + 5 | 31 | 8,481 | - 8 | - 5 | 16 | 2,935 | 111 | 130 | 131 |
| East North Central | + 9 | +21 | + 3 | 35 | 8,486 | + 7 | - 7 | 30 | 7,553 | 106 | 109 | 143 |
| West North Central | +23 | - 6 | + 2 | 11 | 3,899 | +16 | - 4 | 4 | 988 | 106 | 139 | 119 |
| South Atlantic | +16 | +13 | + 6 | 10 | 1,722 | +12 | - 1 | 6 | 1,047 | 114 | 115 | 130 |
| Pacific | 0 | +12 | + 2 | 5 | 2,491 | + 4 | - 8 | 4 | 2,274 | 115 | 120 | 148 |
| Retailer-cooperative warehouses | +19 | +12 | +17 | 21 | 8,879 | +10 | 0 | 11 | 5,327 | 125 | 137 | 133 |
| Middle Atlantic | +32 | +12 | +23 | 7 | 2,004 | c | c | c | c | c | c | c |
| West North Central | +28 | +20 | +14 | 4 | 1,893 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | + 5 | - 1 | + 4 | 84 | 9,949 | -11 | + 1 | 44 | 6,374 | 117 | 129 | 107 |
| New England | +17 | + 9 | + 6 | 8 | 331 | c | c | c | c | c | c | c |
| Middle Atlantic | +20 | + 1 | + 4 | 21 | 3,398 | c | c | c | c | c | c | c |
| East North Central | -13 | +21 | - 1 | 11 | 598 | c | c | c | c | c | c | c |
| South Atlantic | + 5 | + 9 | + 6 | 18 | 956 | c | c | c | c | c | c | c |
| West South Central | + 4 | - 6 | - 3 | 5 | 347 | c | c | c | c | c | c | c |
| Pacific | - 2 | - 8 | + 5 | 15 | 3,860 | c | c | c | c | c | c | c |
| Leather and shoe findings | - 2 | - 5 | - 9 | 27 | 524 | + 1 | + 1 | 12 | 951 | 380 | 419 | 377 |
| Middle Atlantic | - 4 | + 6 | - 6 | 7 | 55 | c | c | c | c | c | c | c |
| East North Central | - 1 | -11 | - 4 | 5 | 80 | c | c | c | c | c | c | c |
| West North Central | + 3 | + 1 | - 5 | 5 | 73 | c | c | c | c | c | c | c |
| Pacific | - 6 | - 5 | -14 | 5 | 260 | c | c | c | c | c | c | c |
| Meats and meat products | +35 | + 6 | +23 | 39 | 22,507 | +32 | + 2 | 34 | 12,156 | 57 | 58 | 60 |
| Middle Atlantic | +21 | + 3 | +20 | 11 | 5,001 | + 8 | + 6 | 11 | 2,368 | 47 | 53 | 46 |
| East North Central | +39 | + 2 | +33 | 13 | 10,360 | +59 | + 4 | 12 | 6,657 | 67 | 59 | 67 |
| South Atlantic | +18 | +31 | +10 | 5 | 1,618 | +29 | + 9 | 4 | 677 | 42 | 38 | 50 |
| Paper and its products | 0 | + 6 | + 1 | 56 | 6,963 | +36 | - 1 | 25 | 4,313 | 146 | 107 | 154 |
| New England | + 5 | +11 | - 1 | 4 | 274 | c | c | c | c | c | c | c |
| Middle Atlantic | - 5 | + 4 | - 4 | 19 | 1,703 | +31 | - 3 | 10 | 1,140 | 111 | 80 | 116 |
| East North Central | - 2 | + 6 | + 1 | 16 | 3,250 | +40 | + 1 | 7 | 1,163 | 133 | 91 | 139 |
| South Atlantic | + 1 | + 6 | + 2 | 7 | 730 | c | c | c | c | c | c | c |
| Petroleum | +28 | +15 | +32 | 7 | 536 | +26 | +11 | 6 | 447 | 85 | 87 | 88 |
| Shoes and other footwear | +10 | +18 | + 7 | 25 | 19,838 | +21 | +15 | 17 | 9,201 | 123 | 102 | 117 |
| Tobacco products | + 4 | + 9 | + 1 | 235 | 32,765 | + 6 | + 2 | 117 | 11,123 | 59 | 57 | 63 |
| New England | + 9 | +15 | + 8 | 19 | 2,757 | +25 | 0 | 7 | 299 | 42 | 37 | 47 |
| Middle Atlantic | + 2 | + 9 | - 1 | 61 | 12,907 | +14 | + 4 | 34 | 6,546 | 67 | 58 | 69 |
| East North Central | + 8 | +12 | + 4 | 54 | 7,670 | c | c | c | c | c | c | c |
| West North Central | + 3 | + 8 | + 1 | 29 | 3,321 | + 1 | + 5 | 15 | 835 | 60 | 60 | 63 |
| South Atlantic | 0 | + 3 | 0 | 17 | 2,104 | +13 | 0 | 11 | 799 | 46 | 41 | 48 |
| East South Central | + 3 | + 2 | - 3 | 7 | 630 | c | c | c | c | c | c | c |
| West South Central | + 6 | + 4 | - 4 | 17 | 1,137 | + 8 | - 5 | 8 | 290 | 72 | 68 | 73 |
| Mountain | + 9 | + 5 | 0 | 19 | 1,189 | +23 | + 9 | 12 | 325 | 76 | 62 | 74 |
| Pacific | + 1 | +12 | + 1 | 12 | 1,050 | c | c | c | c | c | c | c |
| Miscellaneous | + 3 | + 2 | + 2 | 10 | 2,076 | + 3 | + 4 | 6 | 2,023 | 239 | 178 | 197 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d To be published in the June edition of Trends in the Drug Trade.
e Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISIONS
## JUNE 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages[a] | | | Accounts receivable percent change | | June 1948 sample | |
|---|---|---|---|---|---|---|---|
| | June 1948 | June 1947 | May 1948 | June 1948 from June 1947 | June 1948 from May 1948 | No. of firms reporting | Accounts receivable as of June 1, 1948 (add 000) |
| United States total | 105 | 108 | 99 | +15 | - 2 | 2,172 | $382,547 |
| New England | 100 | 100 | 98 | +10 | + 1 | 154 | 19,933 |
| Middle Atlantic | 116 | 121 | 108 | +15 | 0 | 468 | 67,676 |
| East North Central | 119 | 117 | 113 | +12 | + 1 | 411 | 60,145 |
| West North Central | 93 | 96 | 87 | +20 | - 1 | 216 | 60,340 |
| South Atlantic | 104 | 113 | 100 | +14 | - 1 | 283 | 36,701 |
| East South Central | 109 | 111 | 106 | +10 | - 2 | 126 | 17,643 |
| West South Central | 107 | 107 | 106 | +15 | - 3 | 183 | 31,957 |
| Mountain | 109 | 114 | 107 | +20 | + 2 | 98 | 12,448 |
| Pacific | 100 | 104 | 96 | +14 | - 2 | 209 | 44,762 |
| Automotive supplies | 87 | 87 | 86 | + 3 | + 1 | 116 | 7,844 |
| New England | 78 | 76 | 80 | + 8 | + 4 | 5 | 325 |
| Middle Atlantic | 83 | 81 | 77 | + 9 | 0 | 33 | 749 |
| East North Central | 109 | 107 | 104 | - 4 | - 8 | 30 | 1,266 |
| West North Central | 84 | 85 | 85 | + 4 | + 6 | 14 | 2,424 |
| South Atlantic | 82 | 80 | 79 | 0 | + 1 | 8 | 410 |
| West South Central | 81 | 74 | 76 | +11 | + 6 | 5 | 539 |
| Mountain | 84 | 90 | 93 | +22 | +13 | 6 | 537 |
| Pacific | 82 | 83 | 78 | - 2 | - 1 | 12 | 1,481 |
| Electrical group, total | 92 | 94 | 89 | +14 | - 2 | 499 | 111,514 |
| Full-line wholesalers | 91 | 92 | 88 | +14 | - 2 | 362 | 98,569 |
| New England | 92 | 89 | 91 | + 7 | + 1 | 31 | 5,880 |
| Middle Atlantic | 91 | 99 | 87 | +14 | 0 | 57 | 15,406 |
| East North Central | 98 | 97 | 94 | + 8 | - 5 | 66 | 19,059 |
| West North Central | 86 | 85 | 81 | +24 | + 5 | 34 | 11,892 |
| South Atlantic | 89 | 88 | 84 | +10 | - 5 | 58 | 13,645 |
| East South Central | 94 | 92 | 92 | +12 | + 1 | 22 | 5,368 |
| West South Central | 86 | 87 | 87 | +21 | - 8 | 41 | 9,532 |
| Mountain | 90 | 92 | 85 | +16 | 0 | 17 | 3,730 |
| Pacific | 92 | 91 | 89 | +17 | - 1 | 36 | 14,057 |
| Wiring supplies, construction materials distributors | 86 | 94 | 86 | + 6 | - 1 | 83 | 6,487 |
| New England | 78 | 84 | 82 | + 6 | + 5 | 9 | 508 |
| Middle Atlantic | 91 | 95 | 87 | + 3 | - 4 | 22 | 1,148 |
| East North Central | 89 | 86 | 84 | -10 | - 6 | 17 | 1,188 |
| West North Central | 87 | 87 | 88 | + 6 | + 1 | 6 | 654 |
| South Atlantic | 89 | 122 | 91 | +28 | + 3 | 9 | 1,518 |
| East South Central | 88 | 93 | 90 | + 2 | - 4 | 4 | 271 |
| West South Central | 84 | 77 | 80 | -10 | -12 | 5 | 384 |
| Mountain | 77 | 73 | 75 | +29 | + 7 | 5 | 383 |
| Pacific | 72 | 85 | 81 | + 8 | - 5 | 6 | 433 |
| Appliances and specialties wholesalers | 109 | 120 | 110 | +21 | + 5 | 54 | 6,458 |
| New England | 136 | 128 | 133 | +15 | +14 | 4 | 330 |
| Middle Atlantic | 114 | 125 | 104 | +54 | + 7 | 10 | 1,563 |
| East North Central | 123 | 126 | 130 | + 3 | +11 | 12 | 1,233 |
| West North Central | 81 | 105 | 82 | +33 | - 4 | 9 | 683 |
| South Atlantic | 137 | 159 | 154 | +26 | + 7 | 8 | 932 |
| Furniture and house furnishings | 91 | 99 | 87 | +54 | + 7 | 29 | 7,676 |
| New England | 77 | 79 | 72 | +35 | 0 | 4 | 1,034 |
| Middle Atlantic | 95 | 91 | 92 | +33 | 0 | 8 | 1,347 |
| Pacific | 80 | 80 | 78 | +21 | - 1 | 6 | 269 |
| Hardware | 91 | 99 | 88 | +17 | - 5 | 111 | 48,874 |
| Middle Atlantic | 93 | 95 | 90 | +13 | - 5 | 23 | 7,212 |
| East North Central | 89 | 95 | 88 | +18 | - 1 | 12 | 7,107 |
| West North Central | 93 | 101 | 84 | +24 | - 9 | 18 | 14,134 |
| South Atlantic | 78 | 131 | 85 | +26 | + 6 | 16 | 3,187 |
| East South Central | 91 | 97 | 90 | + 9 | - 6 | 8 | 2,604 |
| West South Central | 94 | 98 | 98 | +15 | + 5 | 14 | 3,890 |
| Mountain | 96 | 101 | 95 | +24 | - 1 | 4 | 881 |
| Pacific | 91 | 93 | 87 | + 8 | - 8 | 13 | 9,270 |
| Industrial supplies | 93 | 90 | 93 | + 7 | + 3 | 55 | 8,441 |
| New England | 84 | 83 | 82 | + 2 | - 8 | 5 | 462 |
| Middle Atlantic | 101 | 91 | 96 | - 9 | - 3 | 18 | 1,632 |
| East North Central | 92 | 95 | 99 | - 1 | + 3 | 8 | 823 |
| West North Central | 100 | 90 | 97 | + 6 | 0 | 8 | 622 |
| South Atlantic | 93 | 102 | 90 | +14 | + 1 | 5 | 704 |
| Pacific | 63 | 57 | 60 | - 3 | - 3 | 4 | 558 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVALBE AND COLLECTIONS, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISIONS
## JUNE 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages[a] | | | Accounts receivable percent change | | June 1948 sample | |
|---|---|---|---|---|---|---|---|
| | June 1948 | June 1947 | May 1948 | June 1948 from June 1947 | June 1948 from May 1948 | No. of firms reporting | Accounts receivable as of June 1, 1948 (add 000) |
| Jewelry | 60 | 66 | 60 | +23 | + 1 | 105 | $ 6,098 |
| Middle Atlantic | 69 | 59 | 69 | +13 | - 1 | 25 | 619 |
| East North Central | 61 | 70 | 60 | +30 | - 1 | 31 | 2,317 |
| West North Central | 62 | 72 | 66 | +24 | + 2 | 11 | 1,319 |
| South Atlantic | 54 | 61 | 49 | +19 | - 5 | 5 | 390 |
| Pacific | 55 | 61 | 57 | +20 | +10 | 24 | 1,120 |
| Lumber and building materials | 108 | 110 | 103 | +38 | - 1 | 48 | 7,731 |
| Middle Atlantic | 96 | 98 | 94 | +47 | + 1 | 12 | 2,594 |
| East North Central | 116 | 104 | 96 | +31 | - 3 | 11 | 1,196 |
| South Atlantic | 129 | 141 | 120 | +41 | + 3 | 6 | 808 |
| East South Central | 157 | 162 | 141 | + 7 | -14 | 4 | 481 |
| Pacific | 104 | 106 | 103 | +43 | 0 | 8 | 1,437 |
| Machinery, equipment, supplies (except electrical) | 83 | 82 | 75 | + 3 | - 2 | 29 | 5,617 |
| East North Central | 86 | 128 | 75 | +19 | + 3 | 8 | 689 |
| Pacific | 79 | 74 | 74 | +14 | 0 | 5 | 582 |
| Metals | 121 | 102 | 111 | +10 | - 9 | 14 | 2,452 |
| Optical goods | 79 | 88 | 75 | +17 | - 2 | 9 | 253 |
| Paints and varnishes | 73 | 80 | 69 | +23 | + 5 | 19 | 1,740 |
| Plumbing and heating supplies | 84 | 87 | 86 | +12 | - 5 | 55 | 5,489 |
| New England | 73 | 78 | 84 | +23 | - 5 | 5 | 307 |
| Middle Atlantic | 80 | 84 | 82 | 0 | - 1 | 16 | 1,344 |
| East North Central | 84 | 90 | 83 | +19 | - 4 | 12 | 1,231 |
| West North Central | 88 | 90 | 95 | +18 | 0 | 6 | 569 |
| Pacific | 79 | 77 | 78 | +11 | -13 | 5 | 1,208 |
| Refrigeration equipment, parts (commercial) | 91 | 97 | 94 | - 2 | + 5 | 10 | 508 |
| Surgical, medical, equipment, supplies | 64 | 67 | 64 | +10 | 0 | 23 | 1,470 |
| Beer | 220 | 224 | 213 | +14 | + 1 | 14 | 262 |
| Chemicals, industrial | 87 | 88 | 72 | +26 | - 8 | 12 | 2,182 |
| Clothing and furnishings (except shoes) | 91 | 110 | 88 | +21 | -12 | 21 | 2,702 |
| Coal | 93 | 198 | 84 | +38 | +24 | 7 | 5,739 |
| Confectionery | 134 | 127 | 121 | + 8 | - 1 | 21 | 743 |
| Dairy and poultry products | 141 | 158 | 132 | +24 | +12 | 16 | 3,400 |
| Drugs and sundries (liquor excluded) | 104 | 105 | 102 | +13 | - 2 | 78 | 14,373 |
| New England | 105 | 104 | 104 | +10 | - 5 | 6 | 638 |
| Middle Atlantic | 97 | 96 | 95 | +10 | - 1 | 9 | 3,179 |
| East North Central | 99 | 100 | 96 | +13 | - 3 | 13 | 2,520 |
| West North Central | 114 | 118 | 111 | +20 | - 2 | 9 | 1,733 |
| South Atlantic | 112 | 113 | 107 | +15 | - 2 | 16 | 2,444 |
| East South Central | 99 | 105 | 95 | +18 | - 1 | 7 | 756 |
| West South Central | 102 | 106 | 102 | + 9 | - 5 | 11 | 2,744 |
| Pacific | 126 | 127 | 126 | +13 | + 4 | 4 | 207 |
| Dry goods | 71 | 76 | 65 | +19 | - 4 | 131 | 53,881 |
| New England | 81 | 89 | 79 | +22 | - 4 | 4 | 271 |
| Middle Atlantic | 85 | 87 | 75 | +14 | - 3 | 37 | 4,640 |
| East North Central | 83 | 86 | 74 | + 7 | + 1 | 11 | 2,228 |
| West North Central | 58 | 59 | 54 | + 2 | 0 | 9 | 10,874 |
| South Atlantic | 71 | 77 | 67 | +10 | - 1 | 18 | 3,683 |
| East South Central | 73 | 77 | 73 | + 7 | - 3 | 14 | 2,309 |
| West South Central | 64 | 73 | 63 | +16 | 0 | 10 | 1,661 |
| Mountain | 76 | 89 | 72 | +27 | - 6 | 5 | 986 |
| Pacific | 84 | 88 | 84 | +23 | + 8 | 11 | 2,643 |
| Farm supplies | 151 | 174 | 142 | + 1 | - 7 | 7 | 726 |

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(Continued on next page)

## TABLE 2. - WHOLESALERS' ACCOUNTS RECEIVABLE AND COLLECTIONS, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISIONS
## JUNE 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Collection percentages[a] | | | Accounts receivable percent change | | June 1948 sample | |
|---|---|---|---|---|---|---|---|
| | June 1948 | June 1947 | May 1948 | June 1948 from June 1947 | June 1948 from May 1948 | No. of forms reporting | Accounts receivable as of June 1, 1948 (add 000) |
| Fresh fruits and vegetablss | 218 | 220 | 221 | + 9 | +16 | 49 | $ 2,245 |
| New England | 209 | 275 | 194 | + 3 | +16 | 6 | 163 |
| Middle Atlantic | 171 | 162 | 189 | - 3 | +25 | 13 | 556 |
| East North Central | 287 | 292 | 301 | +18 | +36 | 10 | 572 |
| South Atlantic | 171 | 178 | 161 | + 7 | + 5 | 8 | 244 |
| Pacific.l | 202 | 217 | 217 | +20 | + 5 | 5 | 445 |
| Groceries, total | 161 | 171 | 153 | +16 | + 1 | 404 | 43,132 |
| Non-affiliated full-line wholesalers[b] | 165 | 174 | 159 | +11 | + 1 | 240 | 19,738 |
| New England | 92 | 102 | 92 | + 8 | +11 | 4 | 776 |
| Middle Atlantic | 164 | 171 | 148 | +13 | + 4 | 14 | 977 |
| East North Central | 199 | 197 | 183 | + 3 | + 2 | 46 | 2,374 |
| West North Central | 175 | 180 | 154 | + 9 | + 1 | 29 | 1,788 |
| South Atlantic | 169 | 173 | 164 | +16 | + 2 | 44 | 3,003 |
| East South Central | 172 | 173 | 167 | + 2 | - 3 | 30 | 2,311 |
| West South Central | 180 | 189 | 177 | +13 | - 2 | 50 | 4,785 |
| Mountain | 142 | 169 | 141 | +13 | + 3 | 16 | 1,596 |
| Pacific | 117 | 144 | 119 | +19 | + 1 | 7 | 2,128 |
| Voluntary-group wholesalers | 152 | 158 | 148 | +17 | + 5 | 86 | 13,921 |
| New England | 122 | 116 | 111 | +13 | 0 | 10 | 2,311 |
| Middle Atlantic | 152 | 155 | 144 | +16 | + 6 | 22 | 4,501 |
| West North Central | 113 | 128 | 121 | +37 | + 5 | 9 | 3,240 |
| South Atlantic | 214 | 216 | 196 | +25 | + 1 | 7 | 598 |
| Pacific | 182 | 182 | 169 | + 2 | 0 | 5 | 1,338 |
| Retailer-cooperative warehouses | 250 | 277 | 220 | +30 | - 3 | 17 | 3,056 |
| Specialty lines wholesalere | 123 | 139 | 112 | +24 | - 3 | 61 | 6,347 |
| Middle Atlantic | 132 | 140 | 111 | +16 | - 7 | 17 | 2,204 |
| East North Central | 165 | 200 | 169 | + 7 | +13 | 9 | 321 |
| South Atlantic | 144 | 148 | 132 | + 6 | - 4 | 10 | 369 |
| West South Central | 115 | 114 | 109 | - 2 | -21 | 4 | 117 |
| Pacific | 107 | 128 | 101 | +36 | - 2 | 12 | 3,096 |
| Leather and shoe findings | 69 | 73 | 68 | + 4 | - 2 | 17 | 658 |
| Meats and meat products | 277 | 272 | 272 | +35 | +12 | 36 | 7,768 |
| Middle Atlantic | 213 | 237 | 219 | +43 | +18 | 11 | 2,246 |
| East North Central | 343 | 304 | 362 | +29 | +20 | 12 | 2,855 |
| South Atlantic | 266 | 317 | 207 | +31 | + 5 | 4 | 562 |
| Paper and ite products | 97 | 94 | 94 | - 2 | + 1 | 48 | 6,428 |
| Middle Atlantic | 101 | 103 | 96 | - 1 | + 3 | 15 | 1,480 |
| East North Central | 105 | 93 | 97 | -11 | - 3 | 16 | 2,981 |
| South Atlantic | 98 | 104 | 100 | - 5 | + 1 | 6 | 612 |
| Petroleum | 75 | 71 | 85 | +21 | -19 | 4 | 211 |
| Shoes and other footwear | 82 | 84 | 77 | - 8 | -20 | 22 | 9,871 |
| Tobacco products | 208 | 215 | 188 | + 8 | 0 | 153 | 10,389 |
| New England | 189 | 195 | 169 | +10 | + 3 | 14 | 1,261 |
| Middle Atlantic | 247 | 259 | 215 | + 7 | - 2 | 47 | 4,390 |
| East North Central | 181 | 186 | 168 | +19 | + 4 | 23 | 2,104 |
| West North Central | 194 | 192 | 176 | + 7 | + 1 | 16 | 652 |
| South Atlantic | 182 | 196 | 184 | + 3 | - 1 | 13 | 836 |
| West South Central | 134 | 138 | 124 | +14 | -10 | 10 | 175 |
| Mountain | 133 | 139 | 133 | +19 | +16 | 17 | 411 |
| Miscellaneous | 94 | 98 | 95 | 0 | - 7 | 10 | 2,130 |

[a] Collection percentages are obtained by dividing the collections by accounts receivable for an identical group of firms.

[b] Not affiliated with voluntary or cooperative groups.

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Ref

MONTHLY

# WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE
*Charles Sawyer, Secretary*
BUREAU OF THE CENSUS
*J. C. Capt, Director*

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FOR RELEASE
SEPTEMBER 7, 1948

## SALES AND INVENTORIES

### UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

### JULY 1948

Information on accounts receivable and collections discontinued with June edition of this report.

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 2,968 merchant wholesalers representing all parts of the country and the various lines of trade. July sales of the 2,968 wholesalers totaled $516,562,000.

July dollar sales of the 2,968 merchant wholesalers were up 8 percent over July of last year, but were down 2 percent from June of this year. Sales during the first seven months of the year were up 9 percent over the corresponding period of 1947.

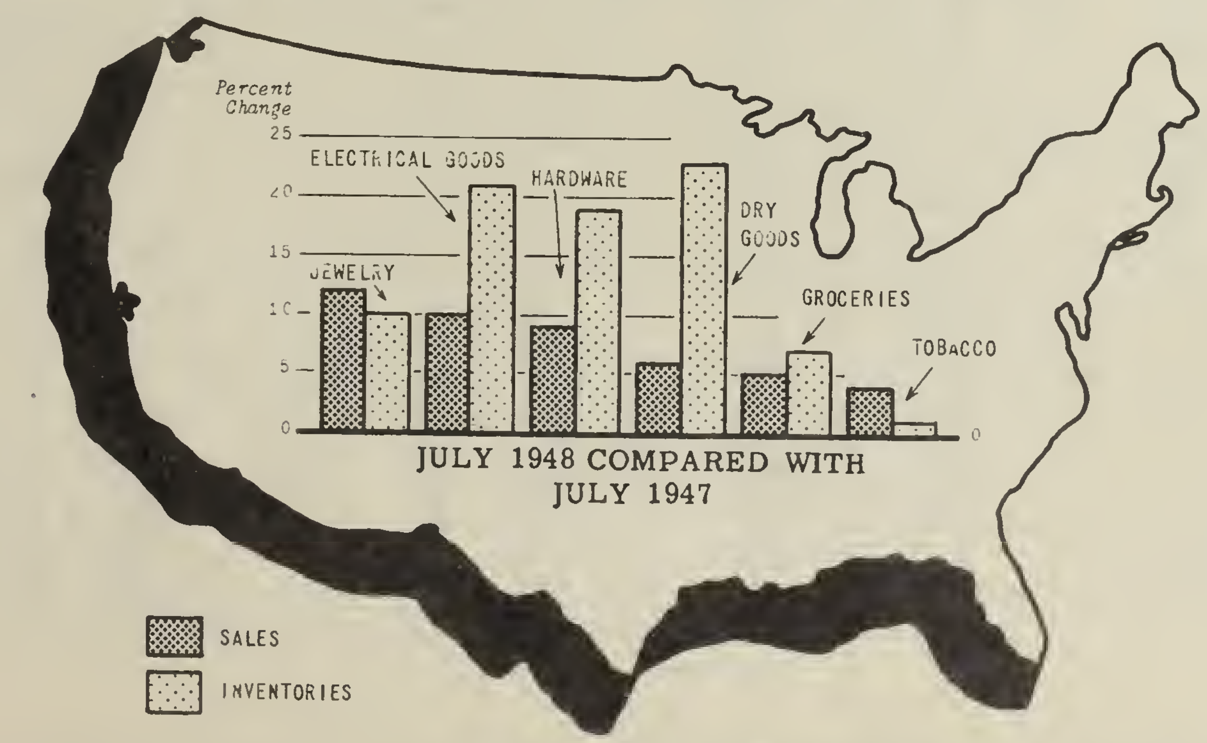
July sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, were up 9 percent over July of last year, but registered a decrease of 11 percent from June of this year. For the year-to-date, first seven months of 1948 compared with the corresponding period of 1947, sales of independent stores increased 7 percent, compared with the 9 percent increase recorded by the 2,968 merchant wholesalers.

Of the 36 wholesale trades for which data are shown separately in the accompanying tables, 28 showed increases over July of last year -- the gains ranging up to 25 percent or more for furniture, lumber and building materials, coal, and petroleum. Eight trades (optical goods, commercial refrigeration equipment, clothing and furnishings, farm supplies, fresh fruits and vegetables, leather, paper, and shoes) recorded decreases ranging from 1 to 20 or more percent -- July compared with July a year ago. Twenty-two of the trades, shown separately herein, registered moderate seasonal sales decreases from June to July of this year, five reported no change, and the remainder (automotive, lumber and building materials, beer, coal, dairy and poultry products, dry goods, leather, shoes, and miscellaneous) registered slight increases.

July 31 inventories, valued at cost, of 1,949 of the 2,968 wholesalers were up 17 percent over July 31 of last year but they registered little change from the end of June. Twenty-eight trades showed stocks up from a year ago and 6 reported decreases. (Stock data are not available for two trades). During July, 12 trades reported slight increases, 16 showed decreases, and 6 no change from the end of June.

In accordance with an announcement made by the Secretary of Commerce on July 1, this and future issues of the MONTHLY WHOLESALE TRADE REPORT will be confined to the presentation of sales and inventory data only.

## TRENDS IN SALES AND INVENTORIES—SIX TRADES



## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## JULY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1948 sample | | Percent change | | July 1948 sample | | | | |
| | July 1948 from July 1947 | July 1948 from June 1948 | 7 mos. 1948 from 7 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | July 1948 from July 1947 | July 1948 from June 1948 | No. of firms reporting | Reported dollar values (add 000) | July 1948 | July 1947 | June 1948 |
| United States total | + 8 | - 2 | + 9 | 2,968 | $516,562 | +17 | 0 | 1,949 | $540,778 | 148 | 137 | 145 |
| New England | +10 | - 2 | + 7 | 181 | 21,140 | +18 | - 1 | 118 | 18,871 | 136 | 129 | 135 |
| Middle Atlantic | + 8 | - 6 | + 8 | 600 | 87,331 | +17 | - 1 | 374 | 66,007 | 119 | 108 | 112 |
| East North Central | + 7 | - 3 | + 9 | 584 | 103,170 | +18 | + 2 | 378 | 106,651 | 134 | 121 | 128 |
| West North Central | + 8 | - 2 | +10 | 327 | 68,210 | +22 | + 1 | 255 | 101,868 | 176 | 157 | 170 |
| South Atlantic | + 7 | + 1 | + 8 | 376 | 48,060 | +21 | 0 | 238 | 51,149 | 141 | 128 | 144 |
| East South Central | + 6 | - 1 | + 6 | 149 | 19,634 | +18 | + 2 | 94 | 20,492 | 146 | 130 | 141 |
| West South Central | +10 | - 1 | +12 | 254 | 43,619 | +18 | - 1 | 176 | 50,317 | 153 | 148 | 155 |
| Mountain | +15 | - 1 | +12 | 130 | 21,316 | + 4 | - 2 | 94 | 20,757 | 128 | 142 | 130 |
| Pacific | + 9 | 0 | + 8 | 304 | 61,099 | + 6 | - 1 | 203 | 80,473 | 174 | 179 | 177 |
| Automotive supplies | + 4 | + 1 | 0 | 199 | 12,014 | + 5 | - 2 | 129 | 15,474 | 212 | 208 | 222 |
| New England | + 1 | +11 | - 3 | 6 | 162 | c | c | c | c | c | c | c |
| Middle Atlantic | +13 | + 5 | 0 | 37 | 1,093 | +19 | - 2 | 31 | 1,574 | 194 | 189 | 213 |
| East North Central | + 5 | + 1 | - 1 | 48 | 2,319 | + 5 | 0 | 36 | 3,228 | 180 | 178 | 180 |
| West North Central | + 4 | - 1 | - 1 | 31 | 3,109 | + 5 | - 2 | 24 | 4,424 | 244 | 242 | 241 |
| South Atlantic | + 8 | - 4 | + 6 | 15 | 858 | + 3 | + 3 | 8 | 858 | 191 | 187 | 180 |
| West South Central | +17 | +16 | - 2 | 13 | 937 | + 5 | - 7 | 11 | 1,461 | 162 | 181 | 201 |
| Mountain | + 7 | - 8 | + 2 | 11 | 811 | c | c | c | c | c | c | c |
| Pacific | - 5 | - 1 | -11 | 36 | 2,686 | - 1 | - 4 | 14 | 3,502 | 261 | 231 | 281 |
| Electrical group, total | +10 | - 3 | +15 | 555 | 111,075 | +21 | + 1 | 489 | 140,828 | 133 | 121 | 128 |
| Full-line wholesalers | +10 | - 2 | +17 | 373 | 93,393 | +21 | + 1 | 364 | 124,410 | 135 | 122 | 131 |
| New England | - 5 | - 1 | + 6 | 30 | 5,000 | +23 | 0 | 30 | 7,895 | 158 | 122 | 155 |
| Middle Atlantic | + 9 | - 8 | +13 | 55 | 13,221 | +29 | - 1 | 52 | 16,746 | 132 | 110 | 122 |
| East North Central | + 6 | - 2 | +12 | 71 | 22,442 | +20 | + 2 | 70 | 27,827 | 125 | 110 | 120 |
| West North Central | + 6 | - 6 | +22 | 36 | 9,588 | +30 | + 2 | 36 | 12,406 | 129 | 105 | 120 |
| South Atlantic | + 9 | + 2 | +14 | 60 | 12,591 | +19 | + 1 | 57 | 16,668 | 139 | 127 | 140 |
| East South Central | +18 | - 1 | +23 | 22 | 4,700 | +29 | + 1 | 21 | 5,886 | 129 | 117 | 126 |
| West South Central | +20 | + 2 | +30 | 42 | 9,155 | +33 | 0 | 42 | 10,914 | 119 | 108 | 122 |
| Mountain | +22 | - 7 | +27 | 18 | 3,731 | +22 | - 1 | 17 | 5,182 | 141 | 141 | 134 |
| Pacific | +14 | 0 | +19 | 39 | 12,965 | + 8 | - 1 | 39 | 20,886 | 161 | 170 | 163 |
| Wiring supplies, construction materials distributors | + 7 | - 1 | + 5 | 104 | 7,029 | + 6 | 0 | 68 | 6,092 | 111 | 111 | 109 |
| New England | 0 | - 8 | - 3 | 13 | 502 | - 2 | - 1 | 4 | 144 | 121 | 152 | 121 |
| Middle Atlantic | + 8 | - 3 | - 2 | 26 | 1,177 | + 5 | - 2 | 17 | 1,199 | 132 | 124 | 126 |
| East North Central | 0 | - 2 | + 1 | 25 | 1,732 | + 8 | + 2 | 19 | 2,038 | 133 | 122 | 126 |
| South Atlantic | +10 | + 5 | +10 | 16 | 2,093 | + 7 | + 1 | 11 | 1,347 | 75 | 78 | 79 |
| West South Central | +11 | -13 | +15 | 5 | 296 | c | c | c | c | c | c | c |
| Pacific | - 4 | - 4 | - 3 | 8 | 434 | - 4 | - 1 | 7 | 729 | 173 | 173 | 164 |
| Appliances and specialties wholesalers | +15 | - 9 | +12 | 78 | 10,653 | +25 | 0 | 57 | 10,326 | 119 | 113 | 109 |
| New England | + 1 | -18 | +16 | 4 | 384 | +63 | -11 | 4 | 357 | 93 | 58 | 85 |
| Middle Atlantic | +27 | -16 | +13 | 18 | 2,767 | +21 | - 5 | 9 | 1,888 | 103 | 103 | 96 |
| East North Central | +11 | -11 | +11 | 14 | 1,638 | +55 | + 6 | 9 | 1,348 | 103 | 75 | 86 |
| West North Central | +10 | - 4 | + 7 | 8 | 989 | +12 | - 1 | 7 | 1,243 | 133 | 130 | 128 |
| South Atlantic | + 4 | + 5 | + 9 | 13 | 1,821 | +50 | + 3 | 11 | 1,453 | 102 | 88 | 100 |
| West South Central | 0 | - 8 | - 6 | 6 | 835 | c | c | c | c | c | c | c |
| Mountain | +27 | - 4 | +33 | 8 | 1,122 | +51 | +11 | 7 | 1,236 | 122 | 102 | 110 |
| Pacific | +29 | -18 | +13 | 5 | 909 | +24 | -19 | 4 | 712 | 87 | 96 | 88 |
| Furniture and house furnishings | +34 | - 6 | +27 | 39 | 7,969 | +44 | + 1 | 23 | 7,675 | 115 | 113 | 113 |
| Middle Atlantic | +24 | -22 | +33 | 9 | 952 | c | c | c | c | c | c | c |
| East North Central | +45 | -17 | +25 | 4 | 862 | c | c | c | c | c | c | c |
| West North Central | +57 | + 7 | +33 | 4 | 3,269 | c | c | c | c | c | c | c |
| West South Central | +19 | - 1 | +10 | 4 | 645 | c | c | c | c | c | c | c |
| Pacific | +18 | - 3 | +14 | 8 | 1,435 | +52 | + 2 | 5 | 1,424 | 112 | 87 | 106 |
| Hardware | + 9 | - 4 | + 7 | 119 | 46,119 | +19 | - 1 | 92 | 87,290 | 227 | 209 | 222 |
| Middle Atlantic | +17 | -11 | +11 | 25 | 5,667 | +20 | 0 | 17 | 7,855 | 206 | 217 | 201 |
| East North Central | - 3 | - 1 | + 3 | 17 | 9,324 | +18 | 0 | 15 | 20,707 | 227 | 185 | 225 |
| West North Central | +16 | - 1 | + 8 | 16 | 12,137 | +25 | - 2 | 16 | 25,350 | 209 | 194 | 211 |
| South Atlantic | +13 | - 8 | +12 | 17 | 3,254 | +32 | + 4 | 15 | 6,376 | 210 | 183 | 193 |
| East South Central | + 9 | - 2 | + 8 | 7 | 2,346 | +12 | - 5 | 5 | 2,776 | 145 | 144 | 146 |
| West South Central | 0 | -13 | + 8 | 13 | 3,671 | +12 | - 3 | 7 | 4,853 | 262 | 250 | 234 |
| Mountain | +26 | - 1 | +16 | 9 | 2,565 | +44 | - 5 | 4 | 1,091 | 224 | 217 | 228 |
| Pacific | + 8 | - 4 | + 5 | 14 | 7,016 | +10 | - 2 | 12 | 17,872 | 298 | 292 | 282 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## JULY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1948 sample | | Percent change | | July 1948 sample | | | | |
| | July 1948 from July 1947 | July 1948 from June 1948 | 7 mos. 1948 from 7 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | July 1948 from July 1947 | July 1948 from June 1948 | No. of firms reporting | Reported dollar values (add 000) | July 1948 | July 1947 | June 1948 |
| Industrial supplies | + 8 | - 8 | + 7 | 61 | $8,197 | +10 | 0 | 38 | $11,726 | 243 | 241 | 222 |
| New England | - 2 | -14 | + 2 | 7 | 360 | + 5 | - 1 | 5 | 1,214 | 427 | 374 | 364 |
| Middle Atlantic | - 8 | -15 | - 3 | 20 | 1,781 | + 7 | + 3 | 12 | 2,285 | 207 | 182 | 169 |
| East North Central | + 5 | + 3 | + 3 | 9 | 1,000 | +22 | 0 | 6 | 605 | 184 | 145 | 175 |
| West North Central | + 6 | + 7 | +16 | 4 | 335 | c | c | c | c | c | c | c |
| South Atlantic | +10 | -12 | + 9 | 7 | 478 | + 3 | - 4 | 5 | 617 | 157 | 171 | 136 |
| West South Central | +20 | - 8 | +16 | 5 | 3,230 | +19 | 0 | 4 | 6,003 | 268 | 281 | 257 |
| Pacific | + 2 | - 9 | - 2 | 6 | 522 | c | c | c | c | c | c | c |
| Jewelry | +12 | -19 | + 9 | 146 | 4,583 | +10 | + 5 | 77 | 11,806 | 382 | 388 | 292 |
| New England | +20 | -12 | + 9 | 4 | 288 | c | c | c | c | c | c | c |
| Middle Atlantic | +10 | -28 | +16 | 39 | 862 | + 7 | +10 | 14 | 2,426 | 505 | 491 | 296 |
| East North Central | +10 | -20 | + 6 | 45 | 1,352 | +22 | + 6 | 23 | 3,664 | 367 | 337 | 274 |
| West North Central | +18 | -10 | +11 | 16 | 728 | - 6 | - 5 | 11 | 1,415 | 325 | 408 | 320 |
| South Atlantic | +26 | - 8 | - 2 | 5 | 213 | c | c | c | c | c | c | c |
| Pacific | + 8 | -21 | +10 | 28 | 977 | + 7 | + 3 | 19 | 3,099 | 351 | 364 | 271 |
| Lumber and building materials | +29 | + 2 | +21 | 52 | 10,452 | +61 | + 1 | 29 | 5,888 | 91 | 78 | 96 |
| Middle Atlantic | +32 | + 8 | +18 | 9 | 2,411 | c | c | c | c | c | c | c |
| East North Central | +25 | + 2 | +21 | 10 | 1,382 | +69 | - 5 | 6 | 749 | 83 | 63 | 84 |
| West North Central | +23 | - 8 | +26 | 6 | 1,420 | c | c | c | c | c | c | c |
| South Atlantic | +24 | - 1 | +19 | 9 | 1,549 | +57 | - 1 | 5 | 1,225 | 117 | 98 | 129 |
| East South Central | +11 | - 8 | + 6 | 4 | 754 | c | c | c | c | c | c | c |
| Pacific | +37 | + 3 | +34 | 8 | 1,015 | +82 | + 3 | 7 | 1,594 | 160 | 119 | 158 |
| Machinery, equipment, supplies (except electrical) | +15 | - 8 | + 9 | 47 | 5,660 | +13 | - 2 | 34 | 8,842 | 184 | 194 | 175 |
| New England | + 1 | -22 | +18 | 5 | 257 | + 5 | + 1 | 5 | 858 | 334 | 320 | 257 |
| Middle Atlantic | + 8 | - 9 | + 8 | 5 | 626 | c | c | c | c | c | c | c |
| East North Central | + 2 | - 3 | - 1 | 10 | 643 | + 2 | 0 | 7 | 865 | 177 | 175 | 167 |
| West South Central | +43 | -13 | +36 | 6 | 1,600 | +35 | + 1 | 5 | 3,094 | 197 | 216 | 185 |
| Pacific | + 8 | - 8 | - 9 | 10 | 902 | +23 | - 3 | 7 | 1,514 | 272 | 238 | 266 |
| Metals | +18 | - 8 | +14 | 20 | 3,957 | - 8 | + 3 | 10 | 2,768 | 152 | 195 | 139 |
| Optical goods | - 5 | -14 | + 2 | 8 | 191 | c | c | c | c | c | c | c |
| Paints and varnishes | +19 | - 1 | +14 | 53 | 5,976 | +19 | 0 | 11 | 1,065 | 131 | 125 | 119 |
| East North Central | +14 | - 9 | + 6 | 5 | 383 | c | c | c | c | c | c | c |
| South Atlantic | +10 | -13 | +18 | 4 | 327 | c | c | c | c | c | c | c |
| Plumbing and heating supplies | + 7 | - 5 | +12 | 66 | 5,941 | +20 | - 2 | 39 | 5,644 | 149 | 133 | 146 |
| New England | + 3 | + 1 | +17 | 7 | 318 | c | c | c | c | c | c | c |
| Middle Atlantic | +14 | + 1 | + 7 | 17 | 1,450 | +26 | - 3 | 7 | 782 | 130 | 103 | 142 |
| East North Central | + 5 | - 3 | +12 | 16 | 1,382 | + 7 | - 3 | 13 | 1,917 | 156 | 153 | 157 |
| West North Central | + 9 | -15 | +14 | 11 | 1,133 | +25 | - 4 | 8 | 1,346 | 134 | 117 | 120 |
| Pacific | + 2 | - 5 | +10 | 4 | 781 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | - 5 | 0 | - 3 | 24 | 1,169 | - 3 | - 1 | 19 | 1,755 | 199 | 203 | 210 |
| East North Central | +14 | + 7 | +19 | 5 | 260 | - 1 | - 1 | 5 | 553 | 213 | 245 | 228 |
| South Atlantic | + 4 | +10 | - 7 | 5 | 314 | -14 | - 3 | 4 | 406 | 171 | 215 | 194 |
| Pacific | -16 | - 2 | -19 | 5 | 190 | + 6 | 0 | 4 | 345 | 246 | 176 | 258 |
| Surgical, medical, equipment, supplies | + 7 | - 6 | + 8 | 26 | 1,470 | + 9 | - 2 | 18 | 1,537 | 145 | 144 | 140 |
| Middle Atlantic | + 9 | -15 | + 4 | 8 | 272 | c | c | c | c | c | c | c |
| East North Central | + 2 | - 8 | +12 | 6 | 583 | c | c | c | c | c | c | c |
| Beer | + 5 | + 7 | + 5 | 40 | 1,890 | + 6 | -13 | 25 | 426 | 35 | 36 | 45 |
| Chemicals, industrial | +16 | -12 | + 8 | 15 | 1,264 | +20 | - 3 | 10 | 1,062 | 122 | 122 | 120 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## JULY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1948 sample | | Percent change | | July 1948 sample | | | | |
| | July 1948 from July 1947 | July 1948 from June 1948 | 7 mos. 1948 from 7 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | July 1948 from July 1947 | July 1948 from June 1948 | No. of firms reporting | Reported dollar values (add 000) | July 1948 | July 1947 | June 1948 |
| Clothing and furnishings (except shoes) | -21 | -16 | 0 | 26 | $665 | + 8 | + 5 | 13 | $1,100 | 325 | 242 | 239 |
| Middle Atlantic | - 4 | - 6 | + 5 | 7 | 192 | c | c | c | c | c | c | c |
| East North Central | -16 | - 8 | -12 | 5 | 133 | c | c | c | c | c | c | c |
| South Atlantic | -29 | -18 | - 5 | 5 | 124 | c | c | c | c | c | c | c |
| Pacific | -10 | + 4 | -24 | 5 | 102 | c | c | c | c | c | c | c |
| Coal | +80 | + 8 | +36 | 11 | 6,830 | c | c | c | c | c | c | c |
| Confectionery | + 9 | - 3 | + 6 | 49 | 2,026 | + 2 | + 9 | 25 | 1,220 | 82 | 87 | 74 |
| Middle Atlantic | + 8 | + 5 | + 9 | 7 | 376 | c | c | c | c | c | c | c |
| East North Central | + 8 | -11 | + 9 | 7 | 272 | c | c | c | c | c | c | c |
| West North Central | +22 | + 5 | + 7 | 4 | 344 | +25 | - 1 | 4 | 198 | 58 | 57 | 61 |
| South Atlantic | - 1 | -10 | - 3 | 12 | 266 | + 4 | - 1 | 5 | 186 | 119 | 115 | 109 |
| East South Central | +10 | + 2 | +11 | 8 | 337 | c | c | c | c | c | c | c |
| Dairy and poultry products | +16 | + 2 | +14 | 27 | 7,022 | -18 | - 4 | 13 | 917 | 30 | 40 | 38 |
| Middle Atlantic | +21 | -10 | +17 | 6 | 3,312 | c | c | c | c | c | c | c |
| East North Central | +23 | + 3 | +21 | 12 | 1,574 | c | c | c | c | c | c | c |
| Dry goods | + 6 | + 1 | + 6 | 155 | 44,050 | +23 | 0 | 108 | 66,555 | 246 | 192 | 235 |
| New England | - 6 | -16 | - 6 | 7 | 498 | + 1 | + 9 | 7 | 1,096 | 220 | 207 | 169 |
| Middle Atlantic | + 1 | -17 | +11 | 43 | 5,662 | +28 | + 3 | 26 | 7,196 | 176 | 136 | 144 |
| East North Central | +10 | + 4 | + 1 | 12 | 2,082 | +25 | - 1 | 10 | 4,268 | 216 | 189 | 227 |
| West North Central | - 8 | -10 | - 2 | 12 | 6,368 | +26 | + 2 | 11 | 16,076 | 254 | 186 | 222 |
| South Atlantic | +10 | +20 | + 4 | 22 | 3,408 | +20 | + 1 | 14 | 6,541 | 245 | 230 | 308 |
| East South Central | - 2 | +15 | - 6 | 15 | 1,914 | +16 | + 7 | 11 | 3,869 | 269 | 224 | 287 |
| West South Central | -13 | - 6 | -10 | 10 | 1,112 | +24 | - 1 | 8 | 2,327 | 272 | 193 | 260 |
| Mountain | +11 | + 4 | + 5 | 7 | 923 | +21 | + 3 | 5 | 1,448 | 191 | 177 | 196 |
| Pacific | +20 | + 1 | +15 | 14 | 4,208 | +11 | - 2 | 9 | 6,217 | 285 | 270 | 303 |
| Farm supplies | -17 | -12 | + 4 | 15 | 2,679 | -29 | + 2 | 8 | 888 | 81 | 114 | 80 |
| Middle Atlantic | - 4 | - 7 | + 5 | 4 | 823 | c | c | c | c | c | c | c |
| East North Central | -15 | -28 | +19 | 4 | 302 | c | c | c | c | c | c | c |
| Fresh fruits and vegetables | - 1 | 0 | + 1 | 73 | 8,770 | -11 | - 7 | 46 | 979 | 23 | 25 | 25 |
| Middle Atlantic | + 5 | +15 | + 2 | 17 | 1,937 | - 8 | - 5 | 11 | 70 | 9 | 9 | 9 |
| East North Central | + 6 | -13 | + 6 | 18 | 1,986 | + 9 | + 8 | 10 | 307 | 34 | 32 | 33 |
| West North Central | + 3 | +24 | + 7 | 6 | 879 | c | c | c | c | c | c | c |
| South Atlantic | + 8 | - 2 | + 3 | 9 | 483 | -10 | -26 | 6 | 1 52 | 14 | 18 | 19 |
| East South Central | + 5 | -24 | +16 | 6 | 344 | c | c | c | c | c | c | c |
| Groceries, total | + 5 | - 1 | + 5 | 598 | 110,284 | + 7 | 0 | 376 | 101,412 | 135 | 132 | 134 |
| Non-affiliated full-line wholesalers[d] | + 4 | 0 | + 5 | 346 | 53,841 | + 9 | 0 | 209 | 53,653 | 136 | 131 | 135 |
| New England | - 1 | - 4 | - 5 | 6 | 1,014 | c | c | c | c | c | c | c |
| Middle Atlantic | + 3 | -11 | +12 | 22 | 3,627 | +24 | + 5 | 10 | 3,091 | 122 | 99 | 98 |
| East North Central | - 2 | - 6 | + 2 | 53 | 7,974 | + 5 | + 3 | 24 | 9,223 | 156 | 146 | 142 |
| West North Central | + 7 | - 4 | + 9 | 56 | 9,383 | + 9 | 0 | 44 | 12,875 | 153 | 156 | 151 |
| South Atlantic | + 2 | 0 | + 3 | 66 | 7,499 | +22 | - 4 | 32 | 4,331 | 110 | 92 | 115 |
| East South Central | - 9 | + 2 | - 4 | 35 | 3,864 | 0 | - 3 | 25 | 3,287 | 108 | 98 | 114 |
| West South Central | + 6 | + 4 | + 9 | 77 | 12,398 | +21 | 0 | 52 | 11,216 | 120 | 108 | 125 |
| Mountain | + 6 | +15 | - 3 | 17 | 2,780 | -14 | - 2 | 14 | 4,072 | 172 | 212 | 199 |
| Pacific | +18 | +10 | + 5 | 14 | 5,302 | - 1 | - 1 | 5 | 4,553 | 130 | 152 | 152 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## JULY 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISION WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1948 sample | | Percent change | | July 1948 sample | | | | |
| | July 1948 from July 1947 | July 1948 from June 1948 | 7 mos. 1948 from 7 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | July 1948 from July 1947 | July 1948 from June 1948 | No. of firms reporting | Reported dollar values (add 000) | July 1948 | July 1947 | June 1948 |
| Voluntary-group wholesalers | + 4 | - 2 | + 3 | 140 | $34,849 | + 6 | - 1 | 105 | $30,686 | 134 | 130 | 131 |
| New England | +17 | - 3 | + 8 | 11 | 3,115 | c | c | c | c | c | c | c |
| Middle Atlantic | + 3 | + 3 | + 5 | 33 | 8,909 | - 7 | - 1 | 20 | 4,074 | 121 | 129 | 126 |
| East North Central | + 4 | - 7 | + 4 | 40 | 10,660 | + 4 | + 3 | 33 | 9,074 | 107 | 109 | 95 |
| West North Central | + 4 | - 4 | + 1 | 25 | 5,235 | +16 | 0 | 23 | 10,790 | 212 | 192 | 205 |
| South Atlantic | + 6 | + 3 | + 6 | 8 | 1,393 | c | c | c | c | c | c | c |
| Pacific | - 4 | + 3 | + 1 | 8 | 3,093 | - 4 | - 5 | 7 | 2,620 | 107 | 103 | 110 |
| Retailer-cooperative warehouses | +16 | 0 | +17 | 21 | 8,758 | +17 | + 5 | 12 | 5,785 | 126 | 117 | 127 |
| Specialty lines wholesalers | + 5 | - 2 | + 5 | 91 | 12,836 | - 6 | - 4 | 50 | 11,288 | 139 | 151 | 143 |
| New England | 0 | +12 | + 6 | 7 | 174 | -29 | - 2 | 4 | 56 | 54 | 78 | 58 |
| Middle Atlantic | +11 | -11 | + 5 | 21 | 3,236 | +21 | -13 | 11 | 1,651 | 125 | 104 | 116 |
| East North Central | - 6 | - 2 | + 2 | 11 | 584 | - 7 | + 4 | 4 | 112 | 63 | 82 | 59 |
| South Atlantic | - 7 | -17 | + 5 | 20 | 1,093 | + 9 | + 2 | 8 | 826 | 108 | 90 | 85 |
| East South Central | + 1 | - 4 | + 4 | 4 | 158 | c | c | c | c | c | c | c |
| West South Central | - 9 | + 1 | - 3 | 5 | 349 | c | c | c | c | c | c | c |
| Pacific | + 7 | + 8 | + 5 | 18 | 6,323 | -11 | - 3 | 14 | 7,642 | 166 | 193 | 183 |
| Leather and shoe findings | - 7 | + 3 | - 8 | 27 | 537 | + 2 | - 3 | 13 | 938 | 388 | 343 | 383 |
| Middle Atlantic | - 2 | - 7 | - 5 | 8 | 53 | + 1 | 0 | 4 | 77 | 369 | 380 | 266 |
| East North Central | - 9 | + 8 | - 4 | 4 | 69 | c | c | c | c | c | c | c |
| West North Central | -14 | - 7 | - 6 | 5 | 78 | c | c | c | c | c | c | c |
| Pacific | - 5 | + 9 | -13 | 5 | 284 | c | c | c | c | c | c | c |
| Meats and meat products | +18 | - 8 | +22 | 40 | 22,008 | +27 | - 3 | 34 | 12,002 | 59 | 54 | 55 |
| Middle Atlantic | + 2 | - 9 | +17 | 11 | 4,541 | c | c | c | c | c | c | c |
| East North Central | +19 | - 3 | +30 | 13 | 10,166 | c | c | c | c | c | c | c |
| South Atlantic | +42 | - 9 | +13 | 4 | 1,271 | c | c | c | c | c | c | c |
| Pacific | +22 | +11 | +31 | 4 | 1,818 | c | c | c | c | c | c | c |
| Paper and its products | - 7 | -12 | 0 | 62 | 7,265 | +34 | + 1 | 30 | 5,247 | 151 | 111 | 142 |
| Middle Atlantic | - 5 | -13 | - 4 | 20 | 1,882 | +32 | + 3 | 10 | 1,111 | 127 | 84 | 112 |
| East North Central | -14 | -17 | - 1 | 19 | 3,365 | +43 | + 3 | 10 | 2,004 | 137 | 91 | 122 |
| South Atlantic | - 4 | - 7 | + 2 | 7 | 544 | c | c | c | c | c | c | c |
| Petroleum | +26 | - 2 | +31 | 28 | 1,235 | +14 | + 1 | 27 | 775 | 63 | 70 | 62 |
| Shoes and other footwear | - 6 | + 4 | + 5 | 23 | 21,685 | +29 | - 9 | 15 | 9,761 | 96 | 79 | 136 |
| Tobacco products | + 4 | 0 | + 2 | 259 | 31,849 | + 1 | - 5 | 130 | 8,141 | 51 | 52 | 54 |
| New England | + 7 | - 1 | + 8 | 21 | 3,172 | +26 | + 2 | 8 | 322 | 40 | 33 | 38 |
| Middle Atlantic | + 3 | - 1 | 0 | 59 | 9,886 | + 5 | - 9 | 34 | 3,491 | 50 | 49 | 54 |
| East North Central | + 6 | 0 | + 4 | 55 | 7,624 | -13 | - 4 | 20 | 1,290 | 45 | 53 | 46 |
| West North Central | + 5 | 0 | + 1 | 34 | 3,393 | - 3 | - 7 | 21 | 1,095 | 59 | 62 | 60 |
| South Atlantic | + 4 | +15 | + 1 | 15 | 1,516 | +33 | + 8 | 10 | 686 | 58 | 45 | 60 |
| East South Central | +13 | + 4 | - 2 | 7 | 352 | c | c | c | c | c | c | c |
| West South Central | + 1 | + 1 | - 2 | 27 | 1,874 | + 3 | + 6 | 9 | 336 | 70 | 69 | 73 |
| Mountain | - 2 | - 3 | 0 | 18 | 1,162 | -16 | - 4 | 15 | 365 | 51 | 60 | 55 |
| Pacific | - 2 | - 2 | - 2 | 23 | 2,870 | - 5 | 0 | 11 | 454 | 47 | 52 | 48 |
| Miscellaneous | + 9 | + 2 | + 6 | 105 | 21,730 | +28 | + 4 | 68 | 27,057 | 187 | 179 | 186 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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~~Ref~~

MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
J. C. Capt, Director

FOR RELEASE
OCTOBER 4, 1948

THE LIBRARY OF THE
OCT 12 1948
UNIVERSITY OF ILLINOIS

## SALES AND INVENTORIES

### UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

### AUGUST 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census by 2,966 merchant wholesalers representing all parts of the country and the various lines of trade. August sales of the 2,966 wholesalers totaled $560,670,000.

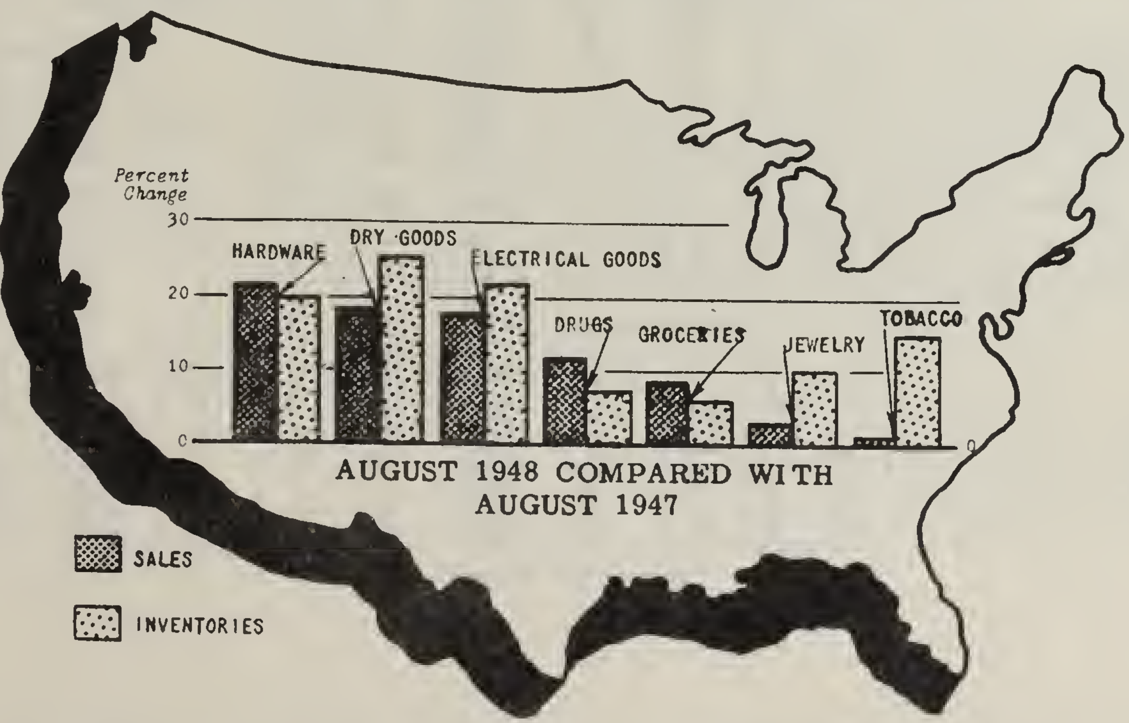
August dollar sales of the 2,966 merchant wholesalers registered an increase of 13 percent over August of last year, and were up 6 percent from July of this year. Likewise, sales during the first 8 months of 1948 showed an increase of 9 percent over the corresponding period of 1947.

August sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, were up 11 percent over August of last year and 5 percent from July of this year. For the year-to-date, the first 8 months of 1948 compared with the corresponding period of 1947, sales of independent stores increased 8 percent compared with the 9 percent increase recorded by the 2,966 merchant wholesalers.

Of the 37 wholesale trades for which data are shown separately in the accompanying tables, 33 reported increases over August of last year — the gains ranging up to 20 percent or more for furniture, hardware, lumber and building materials, metals, beer, chemicals, coal, and petroleum. One trade — machinery, equipment, and supplies — showed little or no change, while three reported sales decreases as follows: refrigeration equipment and parts (commercial), off 10 percent; farm supplies, off 5 percent; and fresh fruits and vegetables, off 7 percent. Twenty-nine of the trades shown separately herein, registered seasonal increases from July to August, with gains of more than 25 percent shown for jewelry, clothing, shoes, and dry goods. Seven trades recorded moderate decreases, while one, confectionery, showed no change.

August 31 inventories, valued at cost, of 1,928 of the 2,966 wholesalers were up 17 percent over August 31 of last year, but they registered little or no change from the end of July. Twenty-eight trades showed stocks up from a year ago, six reported decreases, and one showed no change. (Stock data are not available for two trades.) During August, 15 trades reported increases, 16 showed decreases, and four, no change from the end of July.

TRENDS IN SALES AND INVENTORIES—SEVEN TRADES



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1948 sample | | Percent change | | August 1948 sample | | | | |
| | Aug. 1948 from Aug. 1947 | Aug. 1948 from July 1948 | 8 mos. 1948 from 8 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Aug. 1948 from Aug. 1947 | Aug. 1948 from July 1948 | No. of firms reporting | Reported dollar values (add 000) | Aug. 1948 | Aug. 1947 | July 1948 |
| United States total | +13 | + 6 | + 9 | 2,966 | $560,670 | +17 | 0 | 1,928 | $544,014 | 140 | 136 | 147 |
| New England | +10 | - 4 | + 7 | 185 | 20,923 | +18 | + 3 | 120 | 21,788 | 146 | 138 | 136 |
| Middle Atlantic | +11 | + 5 | + 8 | 614 | 89,781 | +19 | + 1 | 364 | 72,214 | 121 | 112 | 124 |
| East North Central | +12 | + 2 | + 9 | 571 | 103,180 | +18 | - 1 | 367 | 99,249 | 129 | 124 | 132 |
| West North Central | +16 | + 7 | +11 | 314 | 72,268 | +21 | - 1 | 243 | 101,650 | [illegible] | 155 | 173 |
| South Atlantic | +15 | + 7 | + 8 | 388 | 55,098 | +22 | - 1 | 249 | 52,477 | 129 | 123 | 140 |
| East South Central | +18 | +14 | + 8 | 160 | 23,953 | +17 | - 2 | 109 | 24,381 | 133 | 134 | 154 |
| West South Central | + 8 | 0 | +11 | 258 | 43,877 | +16 | + 1 | 182 | 52,036 | 151 | 144 | 153 |
| Mountain | +16 | - 2 | +12 | 125 | 18,895 | + 6 | + 1 | 89 | 20,952 | 146 | 160 | 143 |
| Pacific | +18 | + 5 | +10 | 317 | 70,100 | + 6 | - 1 | 190 | 76,552 | 155 | 169 | 167 |
| Automotive supplies | +15 | + 9 | + 2 | 178 | 11,095 | +11 | - 1 | 105 | 10,644 | 179 | 183 | 195 |
| Middle Atlantic | +21 | +13 | + 2 | 34 | 1,059 | +22 | - 3 | 30 | 1,451 | 180 | 180 | 211 |
| East North Central | +20 | +11 | + 2 | 42 | 2,483 | + 5 | + 1 | 34 | 3,302 | 159 | 182 | 176 |
| West North Central | +16 | +16 | + 1 | 16 | 2,367 | +10 | + 3 | 9 | 1,546 | 170 | 180 | 200 |
| South Atlantic | +22 | +10 | + 8 | 14 | 885 | + 6 | 0 | 9 | 951 | 205 | 212 | 219 |
| West South Central | +15 | - 7 | 0 | 11 | 944 | +28 | - 2 | 7 | 1,327 | 171 | 154 | 155 |
| Mountain | +10 | + 1 | + 3 | 10 | 752 | c | c | c | c | c | c | c |
| Pacific | + 6 | +15 | -10 | 42 | 2,181 | +11 | - 5 | 10 | 1,431 | 258 | 211 | 312 |
| Electrical group, total | +18 | + 2 | +16 | 562 | 111,209 | +22 | - 2 | 483 | 137,924 | 131 | 127 | 135 |
| Full-line wholesalers | +19 | + 1 | +17 | 373 | 92,938 | +22 | - 2 | 359 | 120,809 | 133 | 130 | 137 |
| New England | +12 | - 2 | + 6 | 30 | 4,883 | +23 | 0 | 30 | 7,893 | 162 | 147 | 158 |
| Middle Atlantic | +11 | - 2 | +12 | 58 | 13,190 | +27 | - 5 | 52 | 15,957 | 129 | 115 | 133 |
| East North Central | +12 | - 3 | +12 | 72 | 21,752 | +24 | - 2 | 71 | 27,307 | 126 | 114 | 125 |
| West North Central | +24 | + 5 | +22 | 35 | 9,831 | +32 | 0 | 35 | 12,286 | 125 | 117 | 131 |
| South Atlantic | +20 | + 5 | +15 | 60 | 12,644 | +25 | - 2 | 55 | 15,871 | 134 | 128 | 144 |
| East South Central | +37 | +10 | +24 | 19 | 4,508 | +28 | - 6 | 18 | 5,240 | 120 | 127 | 139 |
| West South Central | +25 | - 4 | +30 | 42 | 8,807 | +33 | + 2 | 42 | 10,988 | 125 | 117 | 117 |
| Mountain | +36 | - 1 | +28 | 17 | 3,583 | + 7 | - 3 | 16 | 4,832 | 137 | 174 | 139 |
| Pacific | +23 | + 5 | +21 | 40 | 13,740 | + 7 | - 3 | 40 | 20,435 | 149 | 172 | 161 |
| Wiring supplies, construction materials distributors | +15 | + 6 | + 6 | 106 | 7,147 | +17 | + 2 | 71 | 6,235 | 112 | 108 | 117 |
| New England | +15 | + 8 | - 1 | 12 | 515 | c | c | c | c | c | c | c |
| Middle Atlantic | - 1 | 0 | - 2 | 29 | 1,133 | + 7 | + 3 | 20 | 1,290 | 152 | 132 | 149 |
| East North Central | +13 | +12 | + 3 | 24 | 1,411 | +13 | 0 | 18 | 1,750 | 138 | 141 | 157 |
| West North Central | +44 | +11 | +21 | 7 | 705 | c | c | c | c | c | c | c |
| South Atlantic | +11 | + 5 | +10 | 15 | 2,073 | +35 | + 1 | 12 | 1,487 | 74 | 61 | 78 |
| West South Central | +33 | + 2 | +19 | 5 | 464 | +31 | + 2 | 4 | 449 | 110 | 114 | 113 |
| Pacific | + 3 | - 1 | - 2 | 7 | 403 | + 6 | + 6 | 6 | 729 | 185 | 180 | 175 |
| Appliances and specialties wholesalers | +12 | + 6 | +11 | 83 | 11,124 | +31 | + 2 | 53 | 10,880 | 129 | 112 | 131 |
| New England | +42 | +37 | +19 | 7 | 888 | +48 | +12 | 4 | 469 | 72 | 72 | 100 |
| Middle Atlantic | +18 | 0 | +14 | 20 | 2,944 | +48 | + 2 | 9 | 2,966 | 163 | 127 | 148 |
| East North Central | +12 | +28 | +12 | 14 | 1,657 | +93 | + 1 | 8 | 1,044 | 81 | 48 | 107 |
| West North Central | +20 | +10 | + 6 | 10 | 868 | +11 | + 6 | 6 | 792 | 118 | 145 | 124 |
| South Atlantic | +26 | +12 | +11 | 13 | 2,032 | +56 | + 5 | 11 | 1,529 | 98 | 93 | 102 |
| Mountain | - 2 | - 6 | +28 | 6 | 851 | +36 | - 6 | 5 | 948 | 128 | 93 | 125 |
| Pacific | -20 | -25 | + 8 | 7 | 799 | +10 | - 3 | 6 | 1,031 | 151 | 103 | 108 |
| Furniture and house furnishings | +22 | + 7 | +27 | 41 | 8,095 | +50 | + 1 | 24 | 7,459 | 127 | 95 | 128 |
| New England | +27 | + 2 | +19 | 4 | 649 | c | c | c | c | c | c | c |
| Middle Atlantic | +28 | +43 | +33 | 12 | 1,961 | +43 | - 1 | 6 | 1,051 | 97 | 85 | 137 |
| East North Central | +19 | +14 | +25 | 4 | 983 | c | c | c | c | c | c | c |
| Mountain | -10 | + 6 | + 2 | 4 | 242 | c | c | c | c | c | c | c |
| Pacific | +13 | + 1 | +14 | 7 | 303 | +45 | + 7 | 4 | 254 | 179 | 172 | 177 |
| Hardware | +22 | +10 | + 9 | 115 | 44,856 | +20 | - 3 | 84 | 73,013 | 193 | 199 | 221 |
| Middle Atlantic | +25 | +10 | +12 | 25 | 6,341 | +15 | - 1 | 18 | 8,336 | 185 | 214 | 204 |
| East North Central | +15 | +11 | + 4 | 13 | 7,629 | +18 | - 3 | 11 | 14,026 | 193 | 187 | 221 |
| West North Central | +23 | + 6 | +10 | 17 | 12,381 | +21 | - 3 | 16 | 23,853 | 194 | 197 | 214 |
| South Atlantic | +23 | + 8 | +13 | 19 | 4,112 | +50 | + 3 | 13 | 5,808 | 188 | 161 | 204 |
| East South Central | +18 | +15 | + 9 | 7 | 2,470 | +17 | 0 | 5 | 2,772 | 139 | 144 | 162 |
| West South Central | +11 | +16 | + 9 | 14 | 3,621 | +11 | - 3 | 7 | 4,727 | 215 | 210 | 257 |
| Pacific | +41 | +25 | + 7 | 11 | 6,043 | +18 | - 5 | 9 | 11,431 | 204 | 246 | 270 |

(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1948 sample | | Percent change | | August 1948 sample | | | | |
| | Aug. 1948 from Aug. 1947 | Aug. 1948 from July 1948 | 8 mos. 1948 from 8 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Aug. 1948 from Aug. 1947 | Aug. 1948 from July 1948 | No. of firms reporting | Reported dollar values (add 000) | Aug. 1948 | Aug. 1947 | July 1948 |
| Industrial supplies........................ | +13 | + 2 | + 7 | 69 | $11,092 | +11 | - 4 | 57 | $12,137 | 251 | 222 | 245 |
| New England............................ | +10 | + 1 | + 5 | 6 | 569 | + 5 | - 2 | 5 | 1,837 | 329 | 334 | 341 |
| Middle Atlantic......................... | +11 | +15 | - 1 | 20 | 2,228 | +13 | - 1 | 8 | 1,758 | 184 | 176 | 216 |
| East North Central...................... | +14 | - 3 | + 4 | 9 | 784 | +20 | - 2 | 3 | 496 | 175 | 171 | 201 |
| West North Central...................... | +25 | +10 | +16 | 6 | 564 | c | c | c | c | c | c | c |
| South Atlantic.......................... | +15 | + 1 | +10 | 8 | 779 | + 4 | - 2 | 5 | 606 | 159 | 170 | 158 |
| East South Central...................... | +27 | +11 | + 9 | 4 | 617 | c | c | c | c | c | c | c |
| Pacific................................. | +24 | + 2 | + 5 | 10 | 2,324 | c | c | c | c | c | c | c |
| Jewelry.................................. | + 3 | +33 | + 8 | 136 | 6,868 | +10 | - 2 | 76 | 11,515 | 237 | 239 | 367 |
| New England............................ | - 3 | +15 | + 7 | 4 | 324 | c | c | c | c | c | c | c |
| Middle Atlantic......................... | - 2 | +56 | +13 | 44 | 1,298 | +17 | + 1 | 14 | 2,472 | 517 | 277 | 481 |
| East North Central...................... | + 6 | +44 | + 6 | 44 | 2,007 | +18 | - 2 | 25 | 5,530 | 243 | 232 | 364 |
| West North Central...................... | - 1 | +34 | + 9 | 13 | 959 | +12 | 0 | 10 | 1,845 | 230 | 201 | 514 |
| South Atlantic.......................... | - 1 | +33 | - 2 | 7 | 306 | c | c | c | c | c | c | c |
| West South Central...................... | + 9 | +43 | + 7 | 4 | 261 | c | c | c | c | c | c | c |
| Pacific................................. | + 5 | +23 | + 9 | 53 | 1,620 | - 2 | - 8 | 20 | 2,802 | 251 | 252 | 341 |
| Lumber and building materials............ | +38 | + 7 | +24 | 54 | 11,041 | +61 | + 1 | 26 | 5,678 | 89 | 77 | 94 |
| Middle Atlantic......................... | +44 | + 7 | +22 | 12 | 2,806 | c | c | c | c | c | c | c |
| East North Central...................... | +23 | + 2 | +21 | 11 | 1,466 | c | c | c | c | c | c | c |
| West North Central...................... | +42 | +16 | +27 | 4 | 518 | c | c | c | c | c | c | c |
| South Atlantic.......................... | +27 | + 9 | +21 | 9 | 1,699 | c | c | c | c | c | c | c |
| East South Central...................... | +10 | +15 | + 6 | 4 | 848 | c | c | c | c | c | c | c |
| Pacific................................. | +57 | + 8 | +38 | 8 | 1,721 | c | c | c | c | c | c | c |
| Machinery, equipment, supplies (except electrical)...................... | + 5 | +13 | + 9 | 43 | 3,884 | + 9 | + 1 | 26 | 4,847 | 182 | 162 | 199 |
| Metals................................... | +55 | +23 | +13 | 19 | 2,987 | - 5 | - 1 | 12 | 2,906 | 125 | 178 | 155 |
| Optical goods............................ | + 8 | +13 | + 2 | 7 | 200 | c | c | c | c | c | c | c |
| Paints and varnishes..................... | +14 | + 5 | +14 | 21 | 1,685 | +16 | 0 | 11 | 969 | 121 | 117 | 126 |
| Plumbing and heating supplies............ | +18 | +15 | +13 | 58 | 3,754 | +23 | + 3 | 32 | 4,715 | 139 | 128 | 157 |
| New England............................ | +14 | +25 | +16 | 7 | 590 | c | c | c | c | c | c | c |
| Middle Atlantic......................... | +26 | +18 | + 9 | 16 | 1,284 | +21 | + 1 | 6 | 732 | 113 | 124 | 133 |
| East North Central...................... | +16 | +14 | +13 | 13 | 1,382 | + 6 | - 3 | 10 | 1,696 | 140 | 134 | 165 |
| West North Central...................... | +24 | +25 | +14 | 7 | 360 | +23 | - 6 | 5 | 475 | 105 | 106 | 141 |
| Pacific................................. | +29 | + 5 | +12 | 4 | 1,121 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial).............................. | -10 | - 8 | - 4 | 20 | 1,040 | - 4 | 0 | 14 | 1,532 | 223 | 218 | 200 |
| Surgical, medical, equipment, supplies.... | +16 | + 3 | + 9 | 22 | 2,687 | +14 | - 4 | 16 | 2,500 | 108 | 115 | 118 |
| Beer..................................... | +23 | + 2 | + 8 | 40 | 2,967 | +33 | - 1 | 30 | 605 | 23 | 25 | 26 |
| Chemicals, industrial.................... | +21 | + 5 | +10 | 16 | 1,890 | +16 | + 1 | 12 | 1,288 | 82 | 87 | 82 |

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(Continued on next page)

## TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1948 sample | | Percent change | | August 1948 sample | | | | |
| | Aug. 1948 from Aug. 1947 | Aug. 1948 from July 1948 | 8 mos. 1948 from 8 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Aug. 1948 from Aug. 1947 | Aug. 1948 from July 1948 | No. of firms reporting | Reported dollar values (add 000) | Aug. 1948 | Aug. 1947 | July 1948 |
| Clothing and furnishings (except shoes) | + 9 | +62 | + 1 | 26 | $1,614 | +21 | - 8 | 14 | $1,411 | 150 | 142 | 236 |
| Coal | +35 | - 2 | +36 | 11 | 6,692 | c | c | c | c | c | c | c |
| Confectionery | +10 | 0 | + 6 | 51 | 2,391 | -11 | - 2 | 25 | 1,281 | 82 | 102 | 85 |
| East North Central | +20 | + 9 | +10 | 6 | 330 | c | c | c | c | c | c | c |
| West North Central | +23 | - 3 | +10 | 4 | 332 | c | c | c | c | c | c | c |
| South Atlantic | + 6 | + 6 | - 1 | 15 | 473 | -19 | - 7 | 8 | 287 | 81 | 101 | 92 |
| East South Central | +12 | - 1 | +11 | 8 | 336 | c | c | c | c | c | c | c |
| Dairy and poultry products | +10 | -10 | +13 | 26 | 4,373 | - 1 | +21 | 15 | 1,208 | 37 | 41 | 28 |
| Drugs and sundries (liquor excluded) | +12 | + 1 | + 7 | 168 | 40,662 | + 7 | + 3 | 131 | 58,329 | 181 | 188 | 178 |
| New England | + 8 | - 6 | + 8 | 13 | 2,116 | +11 | + 5 | 10 | 3,124 | 191 | 183 | 171 |
| Middle Atlantic | + 9 | - 1 | + 4 | 22 | 7,338 | +11 | + 4 | 15 | 7,616 | 162 | 157 | 155 |
| East North Central | +14 | - 1 | + 9 | 23 | 6,486 | + 5 | + 3 | 17 | 7,017 | 159 | 171 | 153 |
| West North Central | +15 | + 3 | + 8 | 19 | 4,900 | +13 | + 6 | 18 | 7,490 | 173 | 175 | 168 |
| South Atlantic | +12 | - 1 | + 8 | 26 | 4,452 | + 2 | + 2 | 19 | 6,331 | 202 | 222 | 195 |
| East South Central | +12 | + 5 | + 6 | 17 | 3,211 | + 7 | + 1 | 13 | 4,671 | 180 | 186 | 186 |
| West South Central | +16 | + 5 | +10 | 19 | 4,342 | + 8 | + 4 | 15 | 7,651 | 201 | 216 | 205 |
| Mountain | +20 | + 7 | +13 | 11 | 2,013 | +11 | + 1 | 9 | 3,648 | 187 | 201 | 197 |
| Pacific | + 5 | + 3 | + 1 | 18 | 5,804 | + 1 | + 2 | 15 | 10,821 | 189 | 199 | 191 |
| Dry goods | +19 | +26 | + 7 | 152 | 52,080 | +26 | - 3 | 98 | 57,169 | 188 | 160 | 253 |
| New England | + 9 | +16 | - 6 | 5 | 221 | c | 0 | c | c | c | c | c |
| Middle Atlantic | +12 | +44 | +11 | 44 | 8,525 | +25 | - 1 | 25 | 7,843 | 155 | 130 | 214 |
| East North Central | +22 | +26 | + 3 | 10 | 2,195 | +26 | - 2 | 10 | 3,249 | 148 | 144 | 190 |
| West North Central | +14 | +28 | 0 | 12 | 8,531 | +21 | - 8 | 11 | 15,301 | 181 | 172 | 251 |
| South Atlantic | +16 | +39 | + 5 | 20 | 3,654 | +25 | - 4 | 13 | 5,028 | 175 | 171 | 246 |
| East South Central | +17 | +48 | - 3 | 17 | 2,785 | +25 | - 4 | 11 | 3,569 | 181 | 162 | 286 |
| West South Central | + 6 | +37 | - 8 | 12 | 1,951 | +28 | - 2 | 9 | 2,247 | 181 | 147 | 265 |
| Mountain | + 3 | +32 | + 4 | 6 | 654 | c | c | c | c | c | c | c |
| Pacific | +35 | +22 | +16 | 14 | 3,442 | +12 | + 8 | 8 | 2,392 | 237 | 238 | 294 |
| Farm supplies | - 5 | + 2 | + 3 | 16 | 2,335 | -18 | +12 | 9 | 1,015 | 91 | 114 | 80 |
| Fresh fruits and vegetables | - 7 | - 6 | 0 | 66 | 4,232 | + 9 | - 6 | 38 | 476 | 23 | 20 | 20 |
| New England | -15 | -37 | -10 | 8 | 433 | c | c | c | c | c | c | c |
| Middle Atlantic | - 1 | -30 | + 1 | 16 | 1,464 | - 8 | + 4 | 9 | 70 | 16 | 18 | 12 |
| East North Central | -11 | -25 | + 4 | 16 | 894 | + 5 | -16 | 9 | 198 | 33 | 28 | 33 |
| West North Central | -16 | -13 | + 4 | 5 | 491 | c | c | 0 | c | c | c | c |
| South Atlantic | - 9 | -24 | + 2 | 9 | 367 | c | c | c | c | c | c | c |
| Pacific | + 6 | -17 | + 3 | 4 | 165 | c | c | c | c | c | c | c |
| Groceries, total | + 9 | + 1 | + 6 | 577 | 104,394 | + 6 | + 3 | 353 | 98,718 | 137 | 141 | 136 |
| Non-affiliated full-line wholesalers[d] | + 8 | + 2 | + 5 | 338 | 53,586 | + 6 | + 5 | 207 | 54,869 | 138 | 141 | 136 |
| New England | +11 | + 2 | - 3 | 6 | 1,034 | c | c | c | c | c | c | c |
| Middle Atlantic | +14 | + 8 | +12 | 22 | 3,662 | +18 | + 1 | 9 | 3,017 | 112 | 110 | 120 |
| East North Central | + 7 | + 8 | + 2 | 49 | 8,560 | + 8 | +12 | 24 | 10,147 | 139 | 148 | 145 |
| West North Central | +14 | + 3 | +10 | 57 | 9,685 | + 7 | + 2 | 44 | 13,013 | 154 | 158 | 150 |
| South Atlantic | + 7 | - 1 | + 3 | 61 | 7,204 | +12 | + 4 | 29 | 4,367 | 118 | 114 | 117 |
| East South Central | + 2 | + 4 | - 3 | 33 | 3,790 | - 6 | - 2 | 25 | 3,167 | 102 | 109 | 109 |
| West South Central | + 3 | 0 | + 8 | 80 | 12,606 | +11 | + 5 | 57 | 12,502 | 127 | 119 | 122 |
| Mountain | + 2 | - 7 | - 2 | 16 | 2,498 | -11 | + 6 | 13 | 4,146 | 106 | 124 | 173 |
| Pacific | +21 | + 1 | + 7 | 14 | 4,547 | c | c | c | c | c | c | c |

(Continued on next page)

# TABLE 1. - WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## AUGUST 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISION WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1948 sample | | Percent change | | August 1948 sample | | | | |
| | Aug. 1948 from Aug. 1947 | Aug. 1948 from July 1948 | 8 mos. 1948 from 8 mos. 1947[h] | No. of firms reporting | Reported dollar sales (add 000) | Aug. 1948 from Aug. 1947 | Aug. 1948 from July 1948 | No. of firms reporting | Reported dollar values (add 000) | Aug. 1948 | Aug. 1947 | July 1948 |
| Voluntary-group wholesalers | + 8 | - 3 | + 4 | 133 | $31,151 | +10 | + 1 | 87 | $28,669 | 145 | 142 | 140 |
| New England | +10 | - 7 | + 8 | 10 | 1,652 | +11 | + 8 | 4 | 982 | 123 | 127 | 109 |
| Middle Atlantic | +11 | - 4 | + 5 | 31 | 5,632 | - 1 | + 3 | 15 | 2,729 | 114 | 123 | 106 |
| East North Central | + 5 | - 1 | + 4 | 39 | 8,980 | - 5 | + 3 | 22 | 4,513 | 131 | 132 | 129 |
| West North Central | + 4 | + 3 | + 1 | 26 | 5,635 | +18 | - 2 | 24 | 10,775 | 197 | 174 | 211 |
| South Atlantic | +13 | - 2 | + 7 | 9 | 1,503 | - 6 | - 6 | 3 | 774 | 114 | 133 | 120 |
| Pacific | +11 | - 9 | + 3 | 5 | 3,830 | +17 | + 1 | 4 | 6,093 | 119 | 108 | 105 |
| Retailer-cooperative warehouses | +15 | - 3 | +17 | 20 | 7,564 | +18 | + 5 | 13 | 6,501 | 142 | 136 | 125 |
| Specialty lines wholesalers | +11 | +12 | + 5 | 86 | 12,093 | -10 | + 1 | 46 | 8,679 | 113 | 143 | 135 |
| New England | + 4 | -13 | + 6 | 7 | 181 | - 3 | +21 | 4 | 132 | 106 | 120 | 79 |
| Middle Atlantic | - 2 | - 3 | + 4 | 21 | 2,030 | +20 | +13 | 11 | 371 | 56 | 46 | 49 |
| East North Central | 0 | -10 | - 2 | 11 | 359 | -10 | + 2 | 4 | 114 | 76 | 102 | 63 |
| South Atlantic | +25 | +17 | + 6 | 20 | 1,281 | - 3 | - 3 | 7 | 530 | 90 | 103 | 100 |
| East South Central | +11 | + 8 | + 4 | 3 | 414 | c | c | c | c | c | c | c |
| West South Central | - 3 | - 9 | - 3 | 4 | 301 | c | c | c | c | c | c | c |
| Pacific | +15 | +22 | + 7 | 15 | 7,152 | -13 | + 1 | 11 | 6,914 | 126 | 169 | 164 |
| Leather and shoe findings | +14 | +12 | - 6 | 29 | 680 | 0 | 0 | 13 | 1,022 | 341 | 360 | 382 |
| Middle Atlantic | 0 | + 3 | - 5 | 7 | 62 | c | c | c | c | c | c | c |
| East North Central | + 5 | +15 | - 3 | 5 | 98 | c | c | c | c | c | c | c |
| West North Central | +20 | +14 | - 3 | 3 | 89 | c | c | c | c | c | c | c |
| Pacific | +24 | +15 | - 8 | 5 | 328 | c | c | c | c | c | c | c |
| Meats and meat products | + 7 | + 7 | +17 | 48 | 40,263 | +17 | -15 | 33 | 9,654 | 53 | 54 | 58 |
| Middle Atlantic | + 2 | - 8 | +13 | 9 | 3,900 | + 2 | - 8 | 9 | 1,855 | 48 | 48 | 47 |
| East North Central | +16 | -17 | +28 | 13 | 8,415 | +28 | -21 | 12 | 3,267 | 67 | 60 | 70 |
| South Atlantic | +29 | - 1 | +13 | 5 | 1,505 | c | c | c | c | c | c | c |
| Paper and its products | + 4 | +14 | + 1 | 61 | 8,063 | +33 | 0 | 27 | 4,906 | 140 | 108 | 148 |
| New England | - 2 | - 2 | - 1 | 4 | 265 | c | c | c | c | c | c | c |
| Middle Atlantic | - 4 | +11 | - 4 | 20 | 1,709 | +27 | + 2 | 10 | 1,136 | 118 | 82 | 127 |
| East North Central | + 5 | +18 | - 1 | 18 | 3,869 | +48 | + 1 | 8 | 1,748 | 132 | 91 | 131 |
| West North Central | +15 | +14 | +11 | 5 | 530 | c | c | c | c | c | c | c |
| South Atlantic | +13 | +11 | + 3 | 6 | 377 | c | c | c | c | c | c | c |
| West South Central | - 1 | +13 | +12 | 4 | 284 | c | c | c | c | c | c | c |
| Petroleum | +35 | + 7 | +32 | 26 | 1,264 | +26 | - 4 | 24 | 681 | 58 | 67 | 65 |
| Shoes and other footwear | +13 | +26 | + 6 | 26 | 27,988 | +24 | - 9 | 13 | 8,878 | 66 | 62 | 95 |
| New England | + 4 | + 4 | + 1 | 4 | 689 | c | c | c | c | c | c | c |
| Middle Atlantic | + 6 | +47 | - 5 | 5 | 760 | c | c | c | c | c | c | c |
| Pacific | - 2 | +55 | -14 | 6 | 412 | c | c | c | c | c | c | c |
| Tobacco products | + 1 | - 5 | + 2 | 250 | 33,637 | +15 | +13 | 130 | 11,364 | 60 | 55 | 51 |
| New England | + 3 | - 5 | + 7 | 18 | 2,551 | +23 | - 2 | 8 | 334 | 46 | 36 | 43 |
| Middle Atlantic | - 1 | - 4 | 0 | 50 | 10,207 | +31 | +27 | 27 | 5,757 | 75 | 56 | 56 |
| East North Central | + 3 | - 3 | + 4 | 54 | 7,079 | + 1 | +15 | 20 | 1,396 | 50 | 51 | 43 |
| West North Central | +10 | - 3 | + 2 | 33 | 3,680 | + 1 | + 4 | 20 | 1,132 | 66 | 65 | 59 |
| South Atlantic | + 4 | - 5 | + 1 | 19 | 3,228 | + 7 | -11 | 14 | 1,030 | 38 | 38 | 41 |
| East South Central | +18 | - 1 | 0 | 8 | 489 | c | c | c | c | c | c | c |
| West South Central | -16 | -19 | - 5 | 27 | 2,577 | c | c | c | c | c | c | c |
| Mountain | + 4 | + 2 | + 1 | 19 | 1,206 | c | c | c | c | c | c | c |
| Pacific | + 6 | - 4 | + 3 | 22 | 2,640 | c | c | c | c | c | c | c |
| Miscellaneous | + 7 | + 1 | + 4 | 12 | 2,632 | +32 | - 3 | 7 | 2,332 | 199 | 174 | 222 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.

h Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
J. C. Capt, *Director*

FOR RELEASE
NOVEMBER 2, 1948

## SALES AND INVENTORIES
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

## SEPTEMBER 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 2,935 merchant wholesalers in the various lines of trade. September sales of the 2,935 wholesalers totaled $575,864,000.

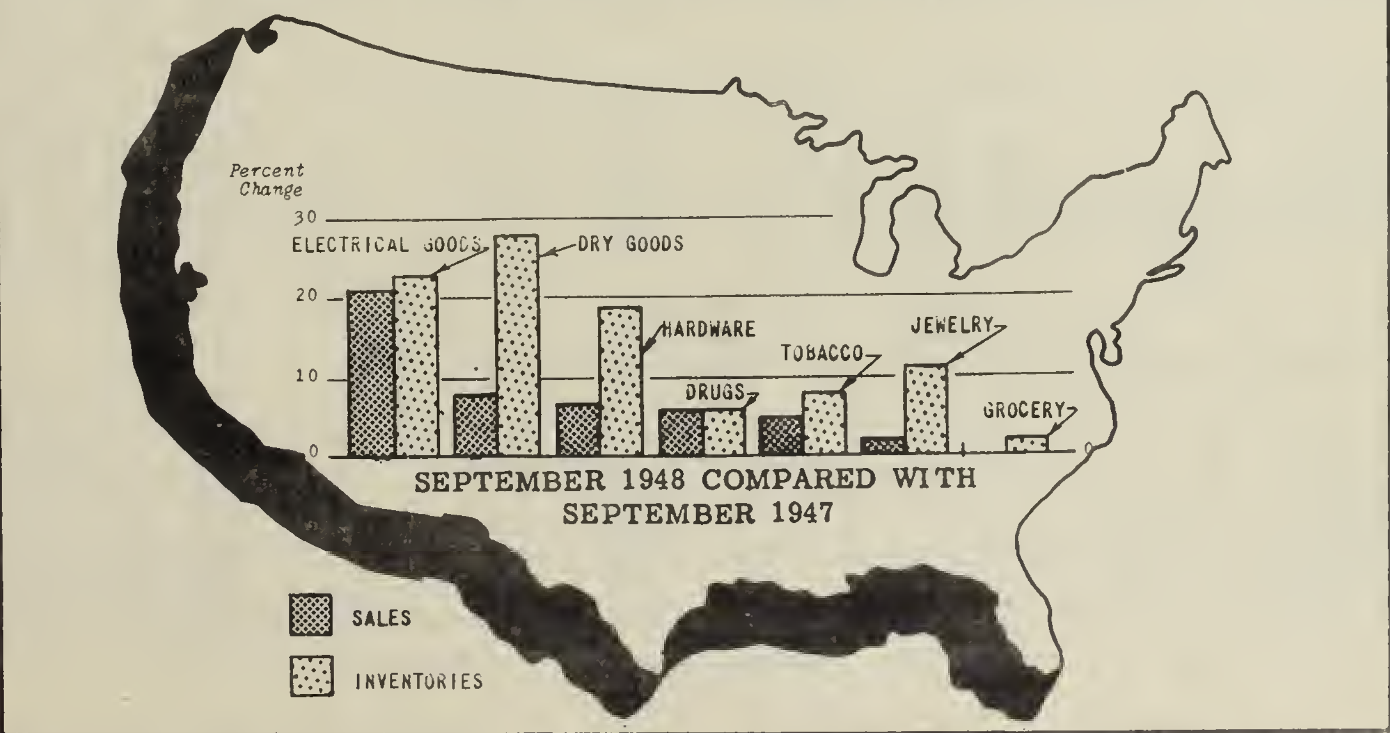
September dollar sales of the 2,935 merchant wholesalers registered an increase of 9 percent over September of last year, and were up 6 percent from August of this year. Sales during the first 9 months of 1948 showed an increase of 10 percent over the corresponding period of 1947.

In comparison, September sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, were up 6 percent over September of last year, and 10 percent from August of this year. For the year-to-date, the first 9 months of 1948 compared with the corresponding period of 1947, sales of independent stores increased 7 percent, compared with the 10 percent increase recorded by the 2,935 merchant wholesalers.

Of the 37 wholesale trades for which data are shown separately in the accompanying table, 30 reported increases over September of last year — the gains ranging up to 20 percent or more for electrical goods (full-line), furniture, lumber and building materials, beer, and coal. On the other hand, seven trades (machinery, equipment, supplies; commercial refrigeration equipment; dairy, poultry products; farm supplies; voluntary-groups (groceries); specialty lines groceries; and paper) reported sales decreases, mainly less than 10 percent. Twenty-four of the trades shown separately herein registered seasonal increases from August to September, with gains of more than 10 percent shown for electrical goods (full-line), jewelry, drugs, groceries (full-line), and retailer-cooperative warehouses. Twelve trades recorded decreases, while one, leather and shoe findings, showed no change.

September 30 inventories, valued at cost, of 1,952 of the 2,935 wholesalers were up 17 percent over September 30 of last year, but were off 2 percent from the end of August. Thirty-two trades showed stocks up from a year ago, four reported decreases, and one showed no change. During September, 14 trades reported increases, 20 showed decreases, and three, no change from the end of August.

TRENDS IN SALES AND INVENTORIES—SEVEN TRADES



**Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.**

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## SEPTEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1948 sample | | Percent change | | September 1948 sample | | | | |
| | Sept. 1948 from Sept. 1947 | Sept. 1948 from Aug. 1948 | 9 mos. 1948 from 9 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Sept. 1948 from Sept. 1947 | Sept. 1948 from Aug. 1948 | No. of firms reporting | Reported dollar values (add 000) | Sept. 1948 | Sept. 1947 | Aug. 1948 |
| United States total | + 9 | + 6 | +10 | 2,935 | $575,864 | +17 | - 2 | 1,952 | $561,646 | 131 | 124 | 142 |
| New England | +10 | + 8 | + 8 | 192 | 23,084 | +16 | - 3 | 123 | 22,213 | 131 | 126 | 147 |
| Middle Atlantic | + 5 | + 6 | + 8 | 592 | 92,308 | +16 | + 1 | 349 | 62,889 | 111 | 103 | 118 |
| East North Central | +10 | +10 | +10 | 577 | 115,255 | +16 | - 1 | 375 | 103,905 | 115 | 110 | 130 |
| West North Central | + 8 | + 6 | +11 | 312 | 77,802 | +21 | 0 | 251 | 98,304 | 144 | 132 | 152 |
| South Atlantic | + 8 | + 6 | + 9 | 403 | 58,686 | +20 | - 1 | 270 | 56,385 | 125 | 115 | 133 |
| East South Central | +14 | + 7 | + 8 | 153 | 25,555 | +15 | - 1 | 92 | 20,841 | 123 | 123 | 133 |
| West South Central | +12 | + 7 | +11 | 261 | 49,960 | +12 | - 1 | 186 | 54,676 | 136 | 142 | 149 |
| Mountain | +13 | + 7 | +12 | 114 | 18,364 | + 8 | - 1 | 86 | 18,654 | 124 | 130 | 135 |
| Pacific | +10 | + 2 | +10 | 301 | 67,642 | +11 | 0 | 199 | 77,793 | 158 | 156 | 161 |
| Automotive supplies | + 3 | - 1 | + 3 | 184 | 11,119 | +11 | + 3 | 121 | 11,871 | 193 | 178 | 182 |
| Middle Atlantic | 0 | - 8 | + 2 | 38 | 1,222 | +16 | + 4 | 31 | 1,603 | 195 | 178 | 170 |
| East North Central | + 1 | 0 | + 2 | 44 | 2,541 | +12 | + 4 | 34 | 3,448 | 166 | 152 | 159 |
| West North Central | + 3 | - 4 | + 1 | 15 | 2,211 | + 7 | + 1 | 11 | 1,884 | 189 | 180 | 178 |
| South Atlantic | +13 | + 6 | + 8 | 15 | 946 | +10 | + 2 | 11 | 1,252 | 226 | 223 | 234 |
| West South Central | +11 | - 3 | + 1 | 10 | 851 | +26 | + 2 | 6 | 1,346 | 182 | 160 | 174 |
| Mountain | +12 | +16 | + 5 | 9 | 727 | c | c | c | c | c | c | c |
| Pacific | - 4 | - 2 | - 9 | 43 | 2,148 | + 2 | + 3 | 21 | 1,650 | 290 | 250 | 255 |
| Electrical group, total | +21 | +11 | +16 | 566 | 127,173 | +23 | - 1 | 499 | 139,067 | 114 | 112 | 128 |
| Full-line wholesalers | +22 | +13 | +18 | 377 | 108,819 | +24 | - 1 | 368 | 122,221 | 114 | 112 | 130 |
| New England | +25 | +23 | + 8 | 30 | 5,999 | +17 | - 4 | 30 | 7,542 | 126 | 134 | 162 |
| Middle Atlantic | +14 | +12 | +13 | 52 | 13,841 | +28 | + 1 | 52 | 15,898 | 115 | 103 | 127 |
| East North Central | +17 | +17 | +13 | 72 | 25,857 | +25 | - 1 | 70 | 27,021 | 106 | 99 | 126 |
| West North Central | +32 | +14 | +23 | 39 | 12,553 | +32 | - 2 | 39 | 13,178 | 105 | 105 | 123 |
| South Atlantic | +12 | +11 | +14 | 59 | 13,988 | +28 | - 1 | 56 | 15,736 | 118 | 104 | 134 |
| East South Central | +30 | + 3 | +25 | 21 | 5,071 | +23 | - 4 | 20 | 4,825 | 97 | 104 | 105 |
| West South Central | +36 | +12 | +30 | 42 | 9,822 | +38 | + 1 | 42 | 11,143 | 113 | 112 | 125 |
| Mountain | +29 | +15 | +28 | 18 | 4,266 | + 9 | 0 | 16 | 4,817 | 119 | 139 | 137 |
| Pacific | +27 | + 9 | +22 | 44 | 17,422 | +13 | - 1 | 43 | 22,061 | 127 | 143 | 140 |
| Wiring supplies, construction materials distributors | + 7 | - 3 | + 7 | 102 | 6,579 | +15 | + 4 | 68 | 6,033 | 120 | 110 | 111 |
| New England | +16 | + 4 | + 1 | 10 | 484 | + 3 | - 7 | 4 | 164 | 153 | 165 | 190 |
| Middle Atlantic | - 5 | - 2 | - 2 | 28 | 1,060 | + 8 | 0 | 19 | 1,358 | 150 | 131 | 148 |
| East North Central | + 4 | - 2 | + 3 | 22 | 1,396 | +10 | + 4 | 14 | 1,472 | 148 | 142 | 141 |
| West North Central | +23 | - 5 | +22 | 7 | 503 | c | c | c | c | c | c | c |
| South Atlantic | +15 | - 1 | +11 | 18 | 2,168 | +17 | + 2 | 14 | 1,630 | 82 | 79 | 78 |
| West South Central | +10 | -14 | +17 | 6 | 431 | +33 | - 1 | 5 | 479 | 126 | 106 | 108 |
| Pacific | - 2 | + 1 | - 2 | 5 | 122 | +35 | + 6 | 4 | 280 | 246 | 182 | 243 |
| Appliances and specialties wholesalers | +18 | + 4 | +13 | 87 | 11,775 | +16 | - 1 | 63 | 10,813 | 109 | 114 | 114 |
| New England | + 5 | -10 | +17 | 8 | 856 | +54 | 0 | 6 | 628 | 96 | 65 | 76 |
| Middle Atlantic | +28 | +27 | +15 | 15 | 2,047 | +11 | + 9 | 7 | 1,553 | 93 | 108 | 111 |
| East North Central | +28 | + 5 | +14 | 15 | 1,868 | +54 | + 8 | 10 | 1,279 | 87 | 73 | 86 |
| West North Central | +47 | - 6 | +12 | 10 | 1,274 | +11 | - 8 | 8 | 1,211 | 101 | 137 | 103 |
| South Atlantic | +10 | - 6 | +12 | 17 | 2,564 | +19 | - 5 | 16 | 2,093 | 98 | 103 | 96 |
| Mountain | +38 | + 2 | +28 | 7 | 981 | +10 | -13 | 6 | 940 | 108 | 138 | 128 |
| Pacific | -10 | +22 | + 6 | 9 | 1,034 | +19 | + 1 | 6 | 1,040 | 122 | 87 | 151 |
| Furniture and house furnishings | +23 | + 8 | +27 | 37 | 8,604 | +61 | + 6 | 22 | 8,016 | 123 | 93 | 125 |
| Middle Atlantic | +11 | - 2 | +31 | 10 | 1,821 | +89 | +10 | 5 | 943 | 88 | 51 | 82 |
| East North Central | +26 | + 5 | +25 | 4 | 1,037 | c | c | c | c | c | c | c |
| Pacific | + 5 | + 4 | +14 | 7 | 315 | +41 | - 2 | 4 | 249 | 183 | 145 | 179 |
| Hardware | + 7 | + 1 | + 9 | 122 | 46,436 | +19 | - 1 | 91 | 74,182 | 196 | 177 | 197 |
| Middle Atlantic | + 1 | + 7 | +10 | 25 | 5,934 | +17 | - 1 | 16 | 6,423 | 188 | 161 | 188 |
| East North Central | + 7 | + 3 | + 5 | 15 | 8,601 | +14 | - 7 | 15 | 14,695 | 171 | 160 | 189 |
| West North Central | + 3 | - 3 | + 9 | 15 | 9,964 | +24 | + 1 | 15 | 19,669 | 197 | 163 | 191 |
| South Atlantic | +23 | + 9 | +14 | 20 | 4,615 | +48 | + 4 | 15 | 6,861 | 181 | 155 | 193 |
| East South Central | +19 | + 7 | +10 | 11 | 4,325 | +21 | + 2 | 5 | 2,819 | 140 | 145 | 139 |
| West South Central | +11 | + 4 | + 9 | 14 | 3,758 | +15 | - 2 | 9 | 6,086 | 202 | 189 | 212 |
| Pacific | + 4 | - 9 | + 7 | 13 | 7,439 | + 9 | 0 | 10 | 15,267 | 251 | 241 | 225 |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## SEPTEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1948 sample | | Percent change | | September 1948 sample | | | | |
| | Sept. 1948 from Sept. 1947 | Sept. 1948 from Aug. 1948 | 9 mos. 1948 from 9 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Sept. 1948 from Sept. 1947 | Sept. 1948 from Aug. 1948 | No. of firms reporting | Reported dollar values (add 000) | Sept. 1948 | Sept. 1947 | Aug. 1948 |
| Industrial supplies | +13 | + 6 | + 8 | 63 | $11,079 | +26 | - 2 | 38 | $15,068 | 206 | 189 | 222 |
| New England | + 5 | +12 | + 3 | 7 | 671 | + 5 | + 1 | 4 | 1,726 | 301 | 306 | 336 |
| Middle Atlantic | + 3 | 0 | 0 | 18 | 2,093 | + 6 | - 1 | 9 | 2,065 | 160 | 149 | 155 |
| East North Central | +12 | + 7 | + 5 | 10 | 1,043 | +23 | 0 | 7 | 623 | 159 | 145 | 183 |
| West North Central | + 8 | - 4 | +15 | 6 | 542 | c | c | c | c | c | c | c |
| South Atlantic | +11 | +13 | +10 | 7 | 785 | - 9 | -20 | 6 | 922 | 119 | 145 | 168 |
| West South Central | +12 | + 8 | +14 | 5 | 3,281 | +11 | - 2 | 4 | 5,648 | 258 | 287 | 287 |
| Pacific | +28 | + 5 | +10 | 7 | 2,080 | c | c | c | c | c | c | c |
| Jewelry | + 2 | +21 | + 7 | 144 | 6,969 | +11 | + 1 | 75 | 9,082 | 202 | 185 | 235 |
| New England | -16 | +78 | + 6 | 4 | 96 | c | c | c | c | c | c | c |
| Middle Atlantic | + 5 | +35 | +12 | 38 | 1,322 | + 5 | + 2 | 12 | 1,321 | 172 | 178 | 216 |
| East North Central | - 3 | +15 | + 5 | 44 | 2,465 | +13 | + 3 | 24 | 4,085 | 221 | 182 | 235 |
| West North Central | +12 | +23 | + 9 | 15 | 1,310 | +16 | - 2 | 11 | 1,833 | 192 | 190 | 232 |
| South Atlantic | +14 | +29 | + 1 | 6 | 371 | c | c | c | c | c | c | c |
| Pacific | - 7 | +13 | + 7 | 31 | 1,041 | 0 | + 1 | 20 | 1,191 | 211 | 204 | 250 |
| Lumber and building materials | +24 | + 1 | +24 | 59 | 11,681 | +62 | 0 | 29 | 5,909 | 84 | 70 | 90 |
| Middle Atlantic | +56 | +13 | +26 | 14 | 3,514 | +20 | - 5 | 4 | 796 | 31 | 47 | 42 |
| East North Central | +25 | + 6 | +22 | 13 | 1,783 | +89 | + 8 | 8 | 911 | 84 | 59 | 82 |
| West North Central | +29 | - 3 | +27 | 5 | 541 | c | c | c | c | c | c | c |
| South Atlantic | +12 | - 8 | +20 | 9 | 1,569 | +71 | + 6 | 4 | 1,249 | 149 | 117 | 126 |
| East South Central | - 4 | - 3 | + 5 | 4 | 825 | c | c | c | c | c | c | c |
| Pacific | +10 | -15 | +35 | 8 | 1,470 | +71 | - 5 | 6 | 1,233 | 141 | 88 | 137 |
| Machinery, equipment, supplies (except electrical) | - 8 | -12 | + 8 | 47 | 4,917 | + 6 | - 2 | 32 | 5,525 | 188 | 190 | 194 |
| Metals | +17 | - 9 | +16 | 18 | 2,620 | + 2 | + 4 | 12 | 3,011 | 138 | 159 | 123 |
| Optical goods | + 9 | + 6 | + 4 | 10 | 273 | - 7 | - 1 | 4 | 138 | 121 | 142 | 134 |
| Paints and varnishes | +15 | + 8 | +15 | 24 | 4,251 | +14 | - 2 | 14 | 3,441 | 99 | 103 | 116 |
| Plumbing and heating supplies | +12 | + 5 | +13 | 61 | 6,561 | +25 | - 1 | 32 | 4,413 | 125 | 110 | 131 |
| New England | + 1 | - 2 | +14 | 7 | 381 | c | c | c | c | c | c | c |
| Middle Atlantic | + 9 | + 2 | + 9 | 17 | 1,428 | +48 | 0 | 5 | 427 | 142 | 112 | 159 |
| East North Central | +14 | + 8 | +13 | 13 | 1,330 | 0 | - 4 | 9 | 1,276 | 118 | 130 | 130 |
| West North Central | +14 | - 2 | +15 | 11 | 1,359 | +33 | + 3 | 9 | 1,312 | 103 | 88 | 99 |
| Pacific | +23 | +15 | +13 | 4 | 1,115 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | -19 | -17 | - 5 | 24 | 1,011 | + 5 | + 1 | 18 | 2,179 | 257 | 194 | 227 |
| Middle Atlantic | -13 | -31 | - 7 | 4 | 151 | c | c | c | c | c | c | c |
| East North Central | -12 | -11 | +12 | 5 | 186 | + 5 | + 2 | 5 | 554 | 298 | 251 | 261 |
| South Atlantic | -13 | - 1 | - 7 | 6 | 340 | +23 | + 3 | 5 | 621 | 197 | 136 | 188 |
| Surgical, medical, equipment, supplies | +15 | + 2 | + 9 | 25 | 2,836 | +21 | + 1 | 16 | 2,426 | 105 | 102 | 104 |
| Middle Atlantic | - 7 | + 5 | + 3 | 5 | 157 | +41 | - 6 | 4 | 171 | 216 | 146 | 218 |
| East North Central | +23 | 0 | +15 | 7 | 1,966 | +23 | + 2 | 5 | 1,700 | 94 | 95 | 92 |
| South Atlantic | 0 | - 2 | + 8 | 4 | 186 | c | c | c | c | c | c | c |
| West South Central | - 6 | + 1 | +10 | 4 | 246 | c | c | c | c | c | c | c |
| Beer | +28 | - 8 | +11 | 41 | 2,738 | +28 | - 2 | 29 | 581 | 27 | 28 | 25 |
| Middle Atlantic | + 2 | -16 | + 9 | 8 | 412 | +58 | + 8 | 6 | 93 | 23 | 15 | 18 |
| East North Central | 0 | -12 | + 2 | 11 | 587 | -25 | - 9 | 7 | 85 | 26 | 37 | 25 |
| West North Central | +90 | - 2 | +46 | 6 | 967 | +94 | - 6 | 5 | 97 | 10 | 10 | 11 |
| South Atlantic | +32 | - 1 | +12 | 5 | 377 | +49 | +10 | 4 | 150 | 49 | 49 | 45 |
| East South Central | + 3 | - 9 | - 7 | 4 | 92 | +50 | -17 | 4 | 72 | 78 | 54 | 86 |
| Pacific | +15 | -14 | +16 | 5 | 287 | c | c | c | c | c | c | c |
| Chemicals, industrial | +15 | + 6 | + 9 | 14 | 1,251 | +17 | - 4 | 9 | 998 | 126 | 133 | 141 |
| Clothing and furnishings (except shoes) | + 4 | - 3 | + 2 | 24 | 4,516 | +18 | -11 | 14 | 1,395 | 139 | 99 | 133 |
| Coal | +20 | - 9 | +34 | 10 | 5,825 | +74 | + 9 | 5 | 8,481 | 363 | 236 | 278 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## SEPTEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1948 sample | | Percent change | | September 1948 sample | | | | |
| | Sept. 1948 from Sept. 1947 | Sept. 1948 from Aug. 1948 | 9 mos. 1948 from 9 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Sept. 1948 from Sept. 1947 | Sept. 1948 from Aug. 1948 | No. of firms reporting | Reported dollar values (add 000) | Sept. 1948 | Sept. 1947 | Aug. 1948 |
| Confectionery | +12 | +10 | + 7 | 47 | $2,321 | + 2 | + 5 | 21 | $1,144 | 82 | 91 | 86 |
| Middle Atlantic | +10 | +12 | + 7 | 5 | 374 | c | c | c | c | c | c | c |
| East North Central | +12 | + 3 | +10 | 7 | 362 | c | c | c | c | c | c | c |
| West North Central | +18 | + 3 | +11 | 4 | 341 | +23 | - 2 | 4 | 204 | 60 | 57 | 63 |
| South Atlantic | + 4 | + 9 | - 1 | 12 | 322 | + 7 | + 8 | 5 | 195 | 100 | 94 | 101 |
| East South Central | +13 | +10 | +11 | 8 | 368 | c | c | c | c | c | c | c |
| Dairy and poultry products | - 2 | -15 | +13 | 25 | 3,267 | + 6 | 0 | 17 | 1,240 | 45 | 41 | 38 |
| Drugs and sundries (liquor excluded) | + 6 | +12 | + 7 | 165 | 43,672 | + 6 | + 5 | 126 | 57,633 | 170 | 171 | 183 |
| New England | + 4 | +15 | + 8 | 12 | 2,328 | +12 | + 1 | 9 | 2,935 | 165 | 147 | 190 |
| Middle Atlantic | - 4 | +12 | + 3 | 20 | 6,693 | +11 | + 7 | 14 | 6,498 | 152 | 134 | 164 |
| East North Central | + 8 | +14 | + 9 | 22 | 7,421 | + 7 | + 8 | 15 | 7,380 | 148 | 149 | 158 |
| West North Central | +13 | +16 | + 8 | 19 | 5,700 | +11 | + 3 | 17 | 7,620 | 154 | 158 | 173 |
| South Atlantic | + 6 | +14 | + 7 | 27 | 5,196 | + 2 | + 6 | 19 | 6,605 | 189 | 196 | 205 |
| East South Central | + 4 | + 8 | + 6 | 16 | 3,067 | + 5 | +10 | 12 | 4,213 | 173 | 172 | 174 |
| West South Central | +12 | +10 | +10 | 22 | 5,525 | + 8 | + 3 | 17 | 8,499 | 192 | 203 | 205 |
| Mountain | +11 | +10 | +13 | 10 | 1,463 | +14 | + 3 | 8 | 2,751 | 196 | 192 | 211 |
| Pacific | + 5 | + 8 | + 2 | 17 | 6,279 | - 2 | + 3 | 15 | 11,132 | 180 | 193 | 189 |
| Dry goods | + 8 | + 3 | + 8 | 153 | 54,539 | +28 | -10 | 107 | 82,486 | 178 | 149 | 204 |
| New England | + 5 | +14 | - 5 | 6 | 393 | +12 | - 6 | 5 | 403 | 157 | 147 | 193 |
| Middle Atlantic | + 5 | + 6 | +10 | 45 | 7,069 | +24 | - 3 | 23 | 5,894 | 170 | 133 | 185 |
| East North Central | + 3 | 0 | + 3 | 9 | 1,973 | +23 | - 9 | 9 | 2,778 | 141 | 118 | 155 |
| South Atlantic | + 4 | + 4 | + 5 | 23 | 4,736 | +22 | -10 | 15 | 5,810 | 152 | 132 | 175 |
| East South Central | + 5 | + 6 | - 1 | 15 | 2,752 | +23 | -13 | 10 | 3,039 | 148 | 127 | 183 |
| West South Central | + 5 | - 3 | - 5 | 13 | 2,318 | +20 | -13 | 11 | 2,599 | 133 | 116 | 146 |
| Mountain | + 4 | -11 | + 6 | 6 | 1,006 | +21 | -12 | 4 | 977 | 121 | 106 | 123 |
| Pacific | +10 | - 4 | +17 | 16 | 5,145 | +13 | - 5 | 10 | 6,583 | 229 | 209 | 225 |
| Farm supplies | -11 | + 8 | + 2 | 18 | 3,788 | -38 | -20 | 9 | 808 | 60 | 113 | 91 |
| Fresh fruits and vegetables | + 7 | - 5 | + 1 | 70 | 5,570 | + 7 | +15 | 40 | 849 | 24 | 26 | 19 |
| New England | + 3 | - 8 | - 8 | 11 | 570 | c | c | c | c | c | c | c |
| Middle Atlantic | + 2 | + 7 | + 1 | 17 | 1,664 | + 1 | +46 | 11 | 191 | 24 | 25 | 17 |
| East North Central | - 5 | - 9 | + 3 | 16 | 897 | -11 | -10 | 8 | 178 | 33 | 38 | 34 |
| South Atlantic | - 9 | -15 | + 1 | 9 | 422 | c | c | c | c | c | c | c |
| Pacific | - 1 | + 2 | + 2 | 4 | 756 | c | o | c | c | c | c | c |
| Groceries, total | 0 | + 9 | + 5 | 563 | 106,484 | + 2 | + 1 | 336 | 85,332 | 123 | 122 | 134 |
| Non-affiliated full-line wholesalers[d] | + 2 | +11 | + 5 | 322 | 51,433 | + 2 | + 2 | 188 | 44,977 | 119 | 121 | 133 |
| New England | - 6 | - 1 | - 3 | 6 | 1,025 | c | c | c | c | c | c | c |
| Middle Atlantic | - 4 | - 2 | +11 | 20 | 2,340 | + 7 | -10 | 8 | 1,281 | 105 | 99 | 114 |
| East North Central | 0 | +16 | + 2 | 53 | 10,089 | +10 | + 5 | 24 | 10,571 | 138 | 127 | 155 |
| West North Central | - 2 | +14 | + 8 | 50 | 8,826 | + 4 | + 3 | 41 | 9,329 | 119 | 116 | 133 |
| South Atlantic | + 2 | + 3 | + 3 | 66 | 7,927 | + 4 | + 6 | 31 | 4,698 | 116 | 116 | 113 |
| East South Central | - 2 | + 7 | - 3 | 26 | 2,374 | - 6 | - 1 | 14 | 1,616 | 110 | 115 | 124 |
| West South Central | + 7 | +16 | + 8 | 84 | 15,019 | + 1 | 0 | 57 | 12,510 | 106 | 118 | 127 |
| Mountain | 0 | + 9 | - 2 | 9 | 1,296 | -10 | - 4 | 7 | 1,616 | 142 | 158 | 161 |
| Pacific | + 3 | + 7 | + 6 | 8 | 2,537 | c | c | c | c | c | c | c |
| Voluntary-group wholesalers | - 3 | + 7 | + 3 | 134 | 34,814 | + 1 | - 1 | 95 | 28,545 | 133 | 131 | 145 |
| New England | + 4 | + 5 | + 8 | 10 | 2,906 | + 6 | - 2 | 5 | 1,103 | 119 | 115 | 128 |
| Middle Atlantic | - 8 | + 7 | + 4 | 33 | 8,856 | - 9 | +10 | 16 | 4,054 | 129 | 146 | 124 |
| East North Central | - 2 | + 8 | + 3 | 38 | 10,738 | - 1 | + 2 | 29 | 8,485 | 119 | 117 | 124 |
| West North Central | - 4 | +10 | + 1 | 25 | 6,062 | + 5 | - 9 | 23 | 9,685 | 164 | 151 | 198 |
| South Atlantic | + 5 | + 2 | + 7 | 9 | 1,573 | - 8 | + 3 | 5 | 799 | 115 | 122 | 114 |
| Pacific | 0 | - 1 | + 4 | 4 | 1,970 | c | c | o | c | c | c | c |
| Retailer-cooperative warehouses | + 4 | +13 | +15 | 19 | 9,380 | +12 | 0 | 11 | 6,136 | 133 | 119 | 141 |
| Specialty lines wholesalers | - 2 | + 3 | + 5 | 88 | 10,857 | 0 | + 6 | 42 | 5,674 | 103 | 98 | 95 |
| New England | + 3 | + 3 | + 6 | 7 | 155 | c | c | c | c | c | c | c |
| Middle Atlantic | - 2 | +10 | + 4 | 19 | 2,767 | +12 | - 3 | 8 | 286 | 47 | 39 | 48 |
| East North Central | 0 | +18 | - 1 | 12 | 671 | -11 | + 5 | 5 | 167 | 70 | 99 | 74 |
| South Atlantic | + 3 | + 1 | + 6 | 23 | 1,475 | + 7 | +12 | 9 | 1,024 | 114 | 103 | 101 |
| East South Central | - 3 | + 7 | + 4 | 4 | 162 | c | c | c | c | c | c | c |
| West South Central | - 6 | +14 | - 4 | 5 | 363 | c | c | c | c | c | c | c |
| Pacific | - 5 | - 7 | + 6 | 13 | 4,281 | - 3 | + 7 | 9 | 3,137 | 126 | 113 | 101 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## SEPTEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1948 sample | | Percent change | | September 1948 sample | | | | |
| | Sept. 1948 from Sept. 1947 | Sept. 1948 from Aug. 1948 | 9 mos. 1948 from 9 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Sept. 1948 from Sept. 1947 | Sept. 1948 from Aug. 1948 | No. of firms reporting | Reported dollar values (add 000) | Sept. 1948 | Sept. 1947 | Aug. 1948 |
| Leather and shoe findings............... | + 4 | 0 | - 5 | 29 | $632 | - 1 | - 3 | 14 | $927 | 305 | 305 | 337 |
| Middle Atlantic...................... | - 6 | + 7 | - 5 | 9 | 75 | c | c | c | c | c | c | c |
| East North Central................... | - 9 | - 1 | - 4 | 5 | 97 | c | c | c | c | c | c | c |
| Meats and meat products................ | +14 | + 1 | +17 | 49 | 41,387 | - 2 | -13 | 33 | 8,195 | 39 | 49 | 54 |
| Middle Atlantic...................... | + 1 | + 1 | +14 | 8 | 3,457 | c | c | c | c | c | c | c |
| East North Central................... | +38 | +38 | +30 | 13 | 11,653 | c | c | c | c | c | c | c |
| South Atlantic....................... | +18 | - 2 | +16 | 5 | 1,477 | c | c | c | c | c | c | c |
| East South Central................... | +21 | +15 | +25 | 4 | 1,975 | c | c | c | c | c | c | c |
| Pacific.............................. | +38 | + 7 | +31 | 4 | 3,395 | c | c | c | c | c | c | c |
| Paper and its products................. | - 2 | + 2 | 0 | 58 | 8,023 | +30 | - 1 | 29 | 5,230 | 135 | 99 | 140 |
| New England.......................... | - 1 | + 2 | - 1 | 4 | 269 | c | c | c | c | c | c | c |
| Middle Atlantic...................... | - 4 | + 5 | - 4 | 18 | 1,915 | +20 | 0 | 11 | 1,235 | 110 | 86 | 120 |
| East North Central................... | - 2 | 0 | - 1 | 19 | 3,961 | +43 | - 4 | 9 | 1,971 | 131 | 87 | 131 |
| West North Central................... | - 6 | - 1 | + 8 | 5 | 328 | c | c | c | c | c | c | c |
| South Atlantic....................... | - 2 | - 1 | + 2 | 7 | 599 | c | c | c | c | c | c | c |
| Petroleum.............................. | +11 | -10 | +29 | 27 | 1,173 | +32 | + 4 | 25 | 716 | 66 | 58 | 57 |
| Shoes and other footwear............... | + 4 | - 6 | + 6 | 27 | 14,901 | +27 | - 9 | 18 | 9,174 | 70 | 56 | 71 |
| Tobacco products....................... | + 5 | + 4 | + 2 | 219 | 27,584 | + 8 | - 1 | 110 | 9,846 | 60 | 58 | 64 |
| New England.......................... | + 7 | + 1 | + 7 | 18 | 1,493 | +22 | 0 | 7 | 333 | 42 | 36 | 44 |
| Middle Atlantic...................... | + 8 | + 4 | 0 | 50 | 10,460 | +10 | - 9 | 25 | 4,911 | 67 | 64 | 76 |
| East North Central................... | + 1 | + 3 | + 4 | 48 | 5,811 | c | c | c | c | c | c | c |
| West North Central................... | +10 | + 4 | + 3 | 28 | 3,492 | +25 | + 9 | 17 | 1,375 | 58 | 51 | 60 |
| South Atlantic....................... | +14 | +13 | + 2 | 15 | 1,453 | + 1 | +16 | 12 | 727 | 53 | 61 | 53 |
| East South Central................... | + 2 | - 2 | 0 | 8 | 705 | c | c | c | c | c | c | c |
| West South Central................... | + 1 | + 4 | - 5 | 23 | 1,793 | c | c | c | c | c | c | c |
| Mountain............................. | - 3 | + 1 | 0 | 16 | 988 | + 6 | +17 | 14 | 451 | 73 | 67 | 62 |
| Pacific.............................. | - 7 | + 2 | + 2 | 13 | 1,389 | c | c | c | c | c | c | c |
| Miscellaneous.......................... | + 9 | + 1 | + 5 | 12 | 2,663 | +24 | - 2 | 7 | 2,283 | 206 | 176 | 199 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

### States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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# MONTHLY
# WHOLESALE TRADE
# REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
J. C. Capt, *Director*

FOR RELEASE
DECEMBER 2, 1948

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UNIVERSITY OF ILLINOIS

## SALES AND INVENTORIES

## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

## OCTOBER 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,028 wholesale houses in various lines of trade. October sales of the 3,028 wholesalers totaled $577,964,000.

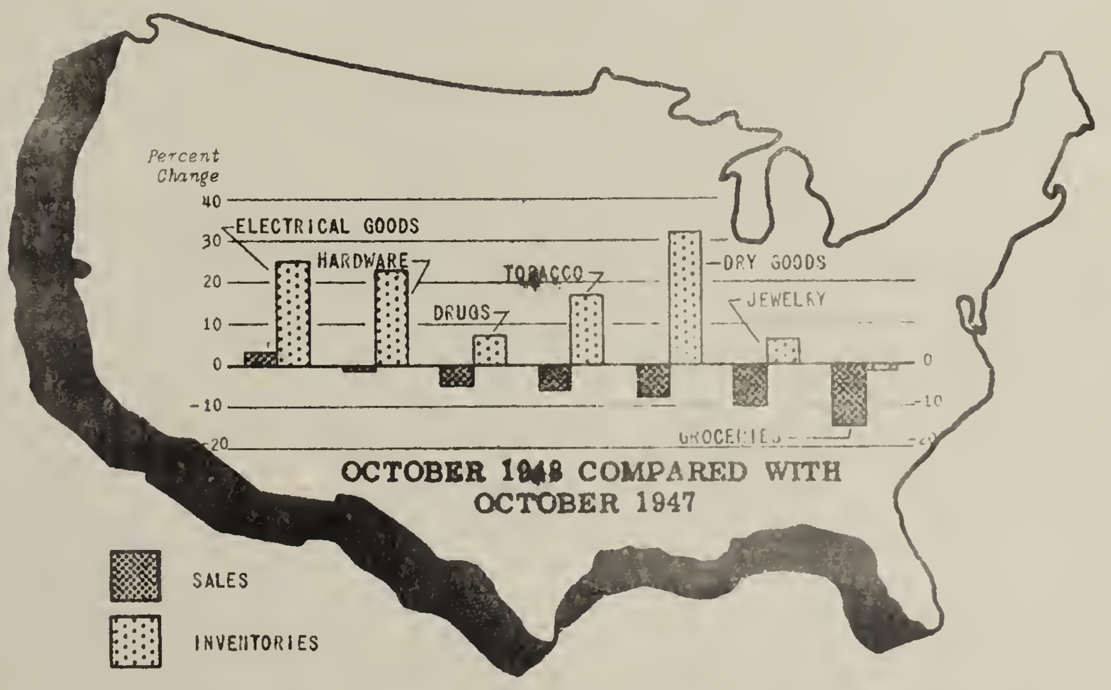
October sales of the 3,028 merchant wholesalers were off by 4 percent from September of this year, and 5 percent below October of last year. On a year-to-date basis, however, sales were up 8 percent over the first ten months of 1947. It may be significant to note that the decline in sales from September to October is counter to the usual seasonal trend for most trades, and that October is the first month since September 1945 to show a year-to-year decrease in dollar sales.

October sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, were up 4 percent over October of last year and up 6 percent from September of this year. On a year-to-date basis, the first ten months of 1948 compared with the corresponding period of 1947, sales of independent retail stores registered an increase of 7 percent, slightly less than the 8 percent increase as recorded by the 3,028 merchant wholesalers.

Of the 37 wholesale trades for which data are shown separately in the following table, 12 reported moderate increases over October of last year, 24 reported decreases, and one, optical goods, showed little or no change. Comparing October with September of this year, 14 trades reported increases — the gains ranging up to 10 or more percent for jewelry and coal. On the other hand, 23 trades reported sales decreases — the decreases ranging from 1 to 10 percent or more. In general, sales for durable goods trades held up better than was the case with food, clothing, dry goods, drugs and other soft goods. On a year-to-date basis, all but 5 trades reported increases in sales for the first ten months of 1948 over the same period of 1947.

October 31 inventories, valued at cost, of 1,972 of the 3,028 wholesalers were up 18 percent over October 31 of last year but recorded little change (+ 1%) from September. Twenty-nine trades recorded increases in inventories compared with a year ago, and eight trades reported decreases. During October, 21 trades reported increases, 14 recorded decreases, and 2 reported little or no change. Expressed in terms of stock-sales ratios, the 138 for October represented an increase of 25 and 6 points, respectively, over October a year ago and September of this year.

TRENDS IN SALES AND INVENTORIES—SEVEN TRADES



**Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.**

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales: Percent change: Oct. 1948 from Oct. 1947 | Sales: Percent change: Oct. 1948 from Sept. 1948 | Sales: Percent change: 10 mos. 1948 from 10 mos. 1947$^{b}$ | Sales: October 1948 sample: No. of firms reporting | Sales: October 1948 sample: Reported dollar sales (add 000) | Inventory, end-of-month (at cost): Percent change: Oct. 1948 from Oct. 1947 | Inventory: Percent change: Oct. 1948 from Sept. 1948 | Inventory: October 1948 sample: No. of firms reporting | Inventory: October 1948 sample: Reported dollar values (add 000) | Stock-sales$^{a}$ ratios: Oct. 1948 | Stock-sales$^{a}$ ratios: Oct. 1947 | Stock-sales$^{a}$ ratios: Sept. 1948 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| United States total | - 5 | - 4 | + 8 | 3,028 | $577,964 | +18 | + 1 | 1,972 | $570,424 | 138 | 113 | 132 |
| New England | - 8 | - 3 | + 6 | 193 | 23,411 | +24 | + 5 | 124 | 22,304 | 137 | 103 | 126 |
| Middle Atlantic | - 5 | 0 | + 7 | 599 | 92,939 | +17 | + 3 | 354 | 70,920 | 120 | 100 | 117 |
| East North Central | - 5 | - 4 | + 8 | 591 | 110,053 | +14 | - 1 | 386 | 102,773 | 120 | 101 | 115 |
| West North Central | - 2 | - 1 | +10 | 305 | 74,563 | +19 | - 1 | 227 | 97,685 | 150 | 124 | 149 |
| South Atlantic | - 6 | - 5 | + 7 | 391 | 55,060 | +21 | + 2 | 259 | 55,579 | 132 | 104 | 122 |
| East South Central | - 5 | - 7 | + 7 | 157 | 24,360 | +12 | + 1 | 99 | 21,407 | 128 | 109 | 117 |
| West South Central | - 6 | - 8 | +10 | 265 | 44,865 | +11 | + 1 | 191 | 54,843 | 152 | 131 | 136 |
| Mountain | - 4 | - 3 | +10 | 136 | 21,110 | + 5 | + 2 | 91 | 20,768 | 136 | 128 | 125 |
| Pacific | - 3 | - 3 | + 8 | 336 | 65,372 | +18 | + 3 | 220 | 79,373 | 170 | 140 | 161 |
| Automotive supplies | - 1 | 0 | + 3 | 220 | 18,281 | + 9 | + 1 | 144 | 15,315 | 199 | 179 | 203 |
| Middle Atlantic | - 9 | + 3 | + 1 | 38 | 1,131 | +13 | + 1 | 33 | 1,703 | 192 | 157 | 194 |
| East North Central | 0 | + 9 | + 2 | 47 | 2,862 | +10 | + 2 | 37 | 3,614 | 153 | 140 | 165 |
| West North Central | +14 | + 7 | + 2 | 21 | 2,635 | + 6 | + 1 | 17 | 2,455 | 186 | 189 | 197 |
| South Atlantic | -11 | - 8 | + 6 | 13 | 773 | +16 | 0 | 9 | 844 | 203 | 155 | 194 |
| West South Central | +11 | - 2 | + 1 | 13 | 605 | + 6 | - 3 | 9 | 1,003 | 200 | 214 | 204 |
| Mountain | - 1 | - 1 | + 4 | 15 | 1,098 | - 4 | 0 | 7 | 835 | 186 | 203 | 203 |
| Pacific | -11 | - 6 | - 9 | 48 | 2,879 | +10 | + 3 | 27 | 4,307 | 300 | 237 | 279 |
| Electrical group, total | + 3 | - 5 | +15 | 580 | 121,528 | +25 | + 4 | 511 | 146,719 | 127 | 105 | 115 |
| Full-line wholesalers | + 5 | - 6 | +16 | 384 | 101,307 | +26 | + 4 | 373 | 126,855 | 128 | 107 | 115 |
| New England | -10 | -11 | + 6 | 29 | 5,224 | +36 | + 9 | 29 | 8,117 | 155 | 103 | 127 |
| Middle Atlantic | + 7 | + 4 | +12 | 59 | 15,484 | +31 | + 6 | 58 | 18,429 | 119 | 97 | 118 |
| East North Central | + 5 | - 9 | +12 | 74 | 23,692 | +19 | - 1 | 71 | 26,592 | 115 | 101 | 106 |
| West North Central | +16 | - 4 | +22 | 42 | 12,412 | +36 | + 6 | 41 | 14,142 | 116 | 99 | 105 |
| South Atlantic | + 2 | - 6 | +13 | 61 | 13,695 | +34 | + 7 | 58 | 17,589 | 136 | 104 | 119 |
| East South Central | - 3 | -13 | +21 | 21 | 4,418 | +27 | + 7 | 20 | 5,073 | 119 | 90 | 95 |
| West South Central | - 1 | -12 | +26 | 42 | 8,655 | +39 | + 3 | 42 | 11,471 | 133 | 95 | 113 |
| Mountain | +10 | -15 | +26 | 18 | 3,633 | +12 | + 3 | 17 | 5,208 | 146 | 143 | 120 |
| Pacific | +13 | - 3 | +21 | 38 | 14,094 | +12 | + 3 | 37 | 20,234 | 144 | 146 | 136 |
| Wiring supplies, construction materials distributors | - 3 | + 4 | + 6 | 104 | 6,747 | +12 | + 1 | 69 | 6,042 | 115 | 99 | 119 |
| New England | - 8 | -10 | 0 | 12 | 511 | -13 | +11 | 4 | 144 | 132 | 127 | 139 |
| Middle Atlantic | - 4 | + 9 | - 1 | 25 | 1,112 | + 7 | + 1 | 17 | 1,285 | 143 | 127 | 159 |
| East North Central | - 7 | + 1 | + 3 | 24 | 1,484 | +10 | 0 | 17 | 1,818 | 161 | 140 | 163 |
| West North Central | +23 | +16 | +22 | 6 | 593 | c | c | c | c | c | c | c |
| South Atlantic | - 3 | 0 | +10 | 14 | 1,902 | +23 | + 1 | 10 | 1,192 | 69 | 53 | 69 |
| East South Central | - 4 | + 8 | +14 | 4 | 215 | +10 | + 6 | 4 | 203 | 94 | 83 | 96 |
| West South Central | -16 | - 3 | +15 | 6 | 257 | + 8 | + 6 | 4 | 279 | 159 | 117 | 136 |
| Mountain | +17 | +21 | +19 | 4 | 302 | c | c | c | c | c | c | c |
| Pacific | - 6 | +12 | - 2 | 9 | 371 | +12 | + 1 | 7 | 597 | 167 | 142 | 188 |
| Appliances and specialties wholesalers | - 6 | + 2 | +10 | 92 | 13,474 | +28 | +11 | 69 | 13,822 | 126 | 92 | 113 |
| New England | -15 | -11 | +13 | 7 | 701 | c | c | c | c | c | c | c |
| Middle Atlantic | - 1 | + 7 | +13 | 17 | 3,038 | +35 | +23 | 6 | 3,061 | 158 | 113 | 134 |
| East North Central | -10 | -10 | +11 | 15 | 1,711 | +41 | 0 | 11 | 1,370 | 104 | 66 | 89 |
| West North Central | + 6 | - 2 | +10 | 11 | 1,316 | +36 | +16 | 9 | 1,492 | 119 | 93 | 101 |
| South Atlantic | - 4 | +10 | +10 | 17 | 3,257 | +51 | + 6 | 16 | 2,458 | 89 | 61 | 92 |
| Mountain | - 2 | + 2 | +23 | 7 | 1,004 | +24 | +10 | 6 | 1,035 | 115 | 95 | 108 |
| Pacific | -18 | + 6 | + 3 | 12 | 1,381 | + 8 | + 6 | 11 | 1,579 | 127 | 95 | 125 |
| Furniture and house furnishings | + 4 | + 5 | +24 | 45 | 11,429 | +57 | - 2 | 28 | 9,698 | 106 | 70 | 115 |
| New England | + 5 | +13 | +18 | 4 | 813 | c | c | c | c | c | c | c |
| Middle Atlantic | + 7 | +15 | +27 | 12 | 2,501 | c | c | c | c | c | c | c |
| South Atlantic | +20 | -17 | +39 | 5 | 724 | c | c | c | c | c | c | c |
| Mountain | + 1 | +10 | - 1 | 5 | 471 | c | c | c | c | c | c | c |
| Pacific | - 3 | + 8 | +10 | 9 | 1,926 | c | c | c | c | c | c | c |
| Hardware | - 1 | + 4 | + 8 | 127 | 52,027 | +23 | - 1 | 98 | 79,570 | 185 | 150 | 194 |
| Middle Atlantic | - 4 | + 5 | + 8 | 25 | 7,056 | +14 | - 2 | 18 | 7,349 | 157 | 141 | 168 |
| East North Central | 0 | +13 | + 4 | 15 | 9,675 | +18 | - 4 | 14 | 13,909 | 150 | 126 | 174 |
| West North Central | - 1 | + 5 | + 8 | 17 | 12,940 | +26 | - 1 | 17 | 23,997 | 185 | 145 | 195 |
| South Atlantic | + 9 | - 5 | +13 | 20 | 4,405 | +32 | - 3 | 16 | 7,103 | 185 | 155 | 181 |
| East South Central | + 6 | + 1 | +10 | 11 | 4,377 | +22 | + 1 | 5 | 2,849 | 132 | 120 | 140 |
| West South Central | - 1 | - 1 | + 8 | 14 | 3,720 | +14 | - 1 | 9 | 6,009 | 203 | 176 | 202 |
| Mountain | - 5 | + 8 | +12 | 8 | 2,483 | +24 | 0 | 5 | 2,503 | 224 | 158 | 229 |
| Pacific | - 3 | 0 | + 6 | 14 | 6,995 | +28 | + 5 | 11 | 14,963 | 263 | 197 | 254 |
| Industrial supplies | + 3 | - 1 | + 8 | 67 | 11,044 | +28 | + 1 | 46 | 16,296 | 206 | 160 | 201 |
| New England | - 4 | - 4 | + 3 | 7 | 395 | + 6 | + 4 | 5 | 1,186 | 373 | 338 | 340 |
| Middle Atlantic | + 1 | 0 | 0 | 19 | 1,665 | +12 | - 1 | 11 | 1,538 | 173 | 135 | 181 |
| East North Central | + 1 | + 1 | + 4 | 9 | 815 | +27 | - 2 | 7 | 611 | 171 | 128 | 159 |
| West North Central | - 5 | + 8 | +13 | 7 | 587 | c | c | c | c | c | c | c |
| South Atlantic | + 5 | +17 | +10 | 8 | 820 | +21 | +36 | 7 | 1,302 | 160 | 140 | 138 |
| West South Central | + 3 | - 5 | +13 | 6 | 3,963 | +15 | - 4 | 5 | 6,469 | 227 | 198 | 219 |
| Pacific | + 7 | - 1 | +10 | 8 | 2,252 | c | c | c | c | c | c | c |
| Jewelry | -10 | +10 | + 5 | 153 | 8,563 | + 6 | - 7 | 73 | 9,201 | 169 | 145 | 204 |
| New England | -24 | -14 | + 2 | 5 | 362 | c | c | c | c | c | c | c |
| Middle Atlantic | -10 | +15 | + 8 | 40 | 1,956 | +11 | - 5 | 14 | 2,280 | 170 | 150 | 215 |
| East North Central | -16 | + 7 | + 2 | 47 | 2,662 | - 6 | -18 | 21 | 2,699 | 151 | 135 | 197 |
| West North Central | 0 | +13 | + 8 | 15 | 1,424 | +11 | - 2 | 12 | 1,979 | 169 | 152 | 192 |
| South Atlantic | 0 | + 4 | 0 | 6 | 378 | c | c | c | c | c | c | c |
| Pacific | - 8 | +19 | + 5 | 33 | 1,459 | +11 | + 3 | 19 | 1,589 | 188 | 151 | 216 |

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(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1948 sample | | Percent change | | October 1948 sample | | | | |
| | Oct. 1948 from Oct. 1947 | Oct. 1948 from Sept. 1948 | 10 mos. 1948 from 10 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Oct. 1948 from Oct. 1947 | Oct. 1948 from Sept. 1948 | No. of firms reporting | Reported dollar values (add 000) | Oct. 1948 | Oct. 1947 | Sept. 1948 |
| Lumber and building materials............ | + 8 | - 1 | +22 | 59 | $11,309 | +64 | + 5 | 29 | $5,044 | 76 | 56 | 72 |
| East North Central.................. | - 2 | - 6 | +19 | 12 | 1,555 | c | c | c | c | c | c | c |
| West North Central.................. | - 3 | -11 | +26 | 5 | 483 | c | c | c | c | c | c | c |
| South Atlantic...................... | - 3 | + 4 | +17 | 8 | 1,189 | c | c | c | c | c | c | c |
| East South Central.................. | - 9 | - 5 | + 3 | 4 | 782 | c | c | c | c | c | c | c |
| Pacific............................. | - 6 | - 9 | +29 | 8 | 1,403 | c | o | c | c | c | c | c |
| Machinery, equipment, supplies (except electrical)...................... | -10 | + 1 | + 6 | 44 | 3,776 | + 1 | 0 | 29 | 5,608 | 196 | 182 | 201 |
| New England......................... | - 7 | + 8 | +16 | 4 | 302 | c | c | c | c | c | c | c |
| East North Central.................. | -10 | - 7 | + 2 | 12 | 815 | + 2 | - 2 | 8 | 978 | 163 | 136 | 147 |
| South Atlantic...................... | -17 | - 2 | - 3 | 5 | 323 | c | c | c | c | c | c | c |
| Pacific............................. | -22 | - 3 | - 8 | 7 | 442 | +11 | + 2 | 5 | 1,251 | 418 | 293 | 375 |
| Metals................................... | +14 | + 7 | +16 | 24 | 5,326 | +12 | + 1 | 12 | 3,967 | 137 | 144 | 169 |
| Optical goods............................ | 0 | - 5 | + 4 | 10 | 264 | - 5 | + 5 | 5 | 162 | 145 | 170 | 127 |
| Paints and varnishes..................... | -10 | -10 | +14 | 23 | 1,528 | +15 | 0 | 12 | 1,121 | 131 | 99 | 124 |
| Plumbing and heating supplies............ | + 6 | + 6 | +12 | 57 | 6,762 | +29 | + 2 | 31 | 4,297 | 111 | 96 | 122 |
| New England......................... | + 5 | +12 | +13 | 7 | 427 | c | c | c | c | c | c | c |
| East North Central.................. | + 3 | + 4 | +12 | 13 | 1,383 | +17 | +12 | 10 | 1,452 | 124 | 108 | 114 |
| West North Central.................. | +26 | +20 | +17 | 10 | 1,564 | +21 | - 4 | 8 | 1,169 | 80 | 83 | 100 |
| Refrigeration equipment, parts (commercial)............................ | -22 | - 9 | - 7 | 24 | 801 | + 3 | - 1 | 18 | 1,854 | 290 | 217 | 259 |
| Middle Atlantic..................... | -32 | -22 | - 9 | 4 | 118 | c | c | c | c | c | c | c |
| East North Central.................. | -25 | -26 | +10 | 4 | 61 | c | c | c | c | c | c | c |
| South Atlantic...................... | - 8 | - 8 | - 7 | 5 | 220 | +14 | + 3 | 5 | 509 | 231 | 185 | 208 |
| Pacific............................. | -20 | -15 | -14 | 5 | 147 | - 3 | - 3 | 4 | 444 | 344 | 285 | 299 |
| Surgical, medical, equipment, supplies... | + 8 | + 2 | + 9 | 26 | 2,820 | +21 | - 1 | 17 | 2,526 | 106 | 96 | 111 |
| Middle Atlantic..................... | +14 | +33 | + 4 | 5 | 146 | c | c | c | c | c | c | c |
| East North Central.................. | +12 | + 3 | +15 | 7 | 2,033 | +21 | - 3 | 6 | 1,712 | 90 | 84 | 95 |
| Beer..................................... | + 1 | -19 | + 9 | 42 | 2,252 | +11 | - 8 | 30 | 553 | 30 | 30 | 27 |
| Chemicals, industrial.................... | -11 | -10 | + 8 | 15 | 1,169 | +24 | - 1 | 11 | 1,162 | 132 | 92 | 118 |
| Clothing and furnishings (except shoes).. | -22 | -22 | 0 | 21 | 2,015 | +18 | - 9 | 12 | 938 | 135 | 96 | 150 |
| Middle Atlantic..................... | -20 | -25 | + 4 | 5 | 1,493 | c | c | c | c | c | c | c |
| East North Central.................. | -34 | -12 | -16 | 5 | 210 | c | c | c | c | c | c | c |
| South Atlantic...................... | - 4 | - 7 | - 5 | 4 | 120 | c | c | c | c | c | c | c |
| Pacific............................. | -35 | - 8 | -23 | 4 | 88 | c | c | c | c | c | c | c |
| Coal..................................... | + 8 | +14 | +30 | 11 | 6,678 | +78 | + 4 | 5 | 8,820 | 312 | 186 | 374 |
| Confectionery............................ | -11 | - 3 | + 5 | 49 | 2,288 | +11 | + 6 | 21 | 1,274 | 92 | 69 | 82 |
| Middle Atlantic..................... | - 4 | + 2 | + 5 | 7 | 456 | c | c | c | c | c | c | c |
| East North Central.................. | -12 | - 9 | + 7 | 7 | 323 | c | c | c | c | c | c | c |
| West North Central.................. | + 9 | - 2 | +10 | 4 | 335 | c | c | c | c | c | c | c |
| South Atlantic...................... | -11 | -11 | - 2 | 12 | 254 | c | c | c | c | c | c | c |
| East South Central.................. | - 6 | - 3 | +10 | 8 | 358 | c | c | c | c | c | c | c |
| Dairy and poultry products............... | + 5 | + 1 | +13 | 25 | 3,316 | - 5 | -18 | 14 | 996 | 41 | 43 | 51 |
| Drugs and sundries (liquor excluded)..... | - 5 | - 4 | + 5 | 165 | 41,893 | + 7 | + 1 | 123 | 56,630 | 174 | 155 | 164 |
| New England......................... | -10 | - 4 | + 5 | 12 | 2,177 | + 7 | + 5 | 8 | 2,646 | 176 | 147 | 159 |
| Middle Atlantic..................... | - 8 | - 1 | + 2 | 21 | 7,669 | + 7 | + 3 | 15 | 8,283 | 158 | 132 | 150 |
| East North Central.................. | - 3 | - 6 | + 8 | 26 | 7,906 | + 9 | + 4 | 18 | 8,427 | 159 | 142 | 141 |
| West North Central.................. | - 3 | - 7 | + 7 | 19 | 5,345 | + 9 | 0 | 16 | 7,637 | 165 | 150 | 152 |
| South Atlantic...................... | - 5 | - 6 | + 6 | 26 | 4,819 | - 3 | - 1 | 18 | 6,344 | 196 | 194 | 187 |
| East South Central.................. | -10 | - 8 | + 4 | 16 | 2,816 | + 4 | 0 | 12 | 4,195 | 168 | 163 | 173 |
| West South Central.................. | - 2 | - 4 | + 9 | 20 | 4,519 | + 4 | + 1 | 16 | 8,046 | 205 | 193 | 194 |
| Mountain............................ | + 8 | - 1 | +12 | 9 | 1,854 | + 6 | + 2 | 7 | 3,012 | 168 | 171 | 163 |
| Pacific............................. | -10 | + 1 | + 1 | 16 | 4,788 | +15 | 0 | 13 | 8,040 | 172 | 135 | 173 |
| Dry goods................................ | - 8 | - 7 | + 6 | 155 | 52,409 | +32 | - 5 | 111 | 80,835 | 179 | 123 | 174 |
| New England......................... | -13 | -13 | - 5 | 5 | 329 | c | c | c | c | c | c | c |
| Middle Atlantic..................... | - 9 | - 8 | + 8 | 44 | 7,594 | +28 | - 1 | 25 | 7,433 | 157 | 105 | 138 |
| East North Central.................. | -12 | - 9 | + 2 | 12 | 2,317 | +47 | - 3 | 12 | 3,797 | 164 | 98 | 154 |
| West North Central.................. | -12 | - 3 | - 1 | 9 | 7,215 | +11 | -12 | 8 | 12,125 | 170 | 134 | 187 |
| South Atlantic...................... | -10 | - 9 | + 3 | 23 | 4,240 | +19 | - 7 | 16 | 5,457 | 155 | 121 | 152 |
| East South Central.................. | - 2 | - 5 | - 2 | 14 | 2,769 | +12 | -13 | 11 | 2,885 | 129 | 115 | 145 |
| West South Central.................. | -16 | -13 | - 6 | 12 | 1,977 | +13 | - 5 | 10 | 2,431 | 148 | 111 | 134 |
| Mountain............................ | - 9 | - 1 | + 4 | 5 | 924 | +24 | - 5 | 4 | 929 | 116 | 88 | 121 |
| Pacific............................. | - 7 | - 8 | +14 | 19 | 5,110 | +23 | + 1 | 11 | 6,811 | 253 | 180 | 224 |
| Farm supplies............................ | - 9 | - 1 | + 1 | 15 | 2,741 | -35 | +13 | 8 | 683 | 70 | 95 | 52 |
| Fresh fruits and vegetables.............. | -14 | - 6 | - 1 | 72 | 4,866 | -11 | +15 | 41 | 859 | 28 | 28 | 23 |
| New England......................... | -11 | -17 | - 8 | 9 | 352 | c | c | c | c | c | c | c |
| Middle Atlantic..................... | -22 | -12 | - 1 | 17 | 1,451 | c | c | c | c | c | c | c |
| East North Central.................. | - 9 | +11 | + 2 | 17 | 1,009 | c | c | c | c | c | c | c |
| West North Central.................. | -10 | - 7 | + 1 | 5 | 405 | c | c | c | c | c | c | c |
| South Atlantic...................... | -10 | - 1 | 0 | 11 | 520 | c | c | c | c | c | c | c |
| Pacific............................. | -16 | - 6 | - 1 | 6 | 766 | c | c | c | c | c | c | c |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## OCTOBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1948 sample | | Percent change | | October 1948 sample | | | | |
| | Oct. 1948 from Oct. 1947 | Oct. 1948 from Sept. 1948 | 10 mos. 1948 from 10 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Oct. 1948 from Oct. 1947 | Oct. 1948 from Sept. 1948 | No. of firms reporting | Reported dollar values (add 000) | Oct. 1948 | Oct. 1947 | Sept. 1948 |
| Groceries, total | -15 | - 5 | + 3 | 555 | $98,445 | - 1 | + 4 | 319 | $84,962 | 135 | 117 | 120 |
| Non-affiliated full-line wholesalers[d] | -15 | - 8 | + 3 | 328 | 51,163 | - 1 | + 6 | 182 | 47,384 | 135 | 118 | 114 |
| New England | -23 | -10 | - 5 | 6 | 923 | c | c | c | c | c | c | c |
| Middle Atlantic | -10 | - 9 | + 8 | 22 | 3,827 | - 5 | +12 | 9 | 3,115 | 115 | 113 | 91 |
| East North Central | -18 | - 6 | - 1 | 56 | 10,259 | + 6 | + 5 | 26 | 11,443 | 150 | 114 | 135 |
| West North Central | -11 | - 8 | + 7 | 44 | 7,039 | - 1 | + 9 | 32 | 7,210 | 129 | 120 | 107 |
| South Atlantic | -15 | - 6 | + 1 | 62 | 6,846 | + 7 | + 4 | 28 | 4,521 | 129 | 104 | 115 |
| East South Central | -14 | 0 | - 4 | 29 | 3,055 | -13 | + 7 | 16 | 2,224 | 125 | 121 | 116 |
| West South Central | -12 | -12 | + 6 | 84 | 13,306 | - 1 | + 3 | 57 | 12,514 | 129 | 118 | 106 |
| Mountain | -24 | - 1 | - 5 | 16 | 2,255 | -17 | + 1 | 7 | 1,639 | 171 | 158 | 142 |
| Pacific | -17 | - 8 | + 4 | 9 | 3,653 | - 8 | +15 | 4 | 3,668 | 141 | 125 | 111 |
| Voluntary-group wholesalers | -17 | - 4 | + 1 | 118 | 31,195 | - 3 | + 1 | 82 | 28,805 | 144 | 124 | 133 |
| New England | -19 | - 1 | + 4 | 10 | 2,873 | + 3 | +15 | 5 | 1,154 | 134 | 108 | 108 |
| Middle Atlantic | -16 | + 3 | + 1 | 32 | 8,139 | - 8 | + 6 | 16 | 4,289 | 139 | 124 | 129 |
| East North Central | -20 | - 9 | + 1 | 35 | 8,248 | - 2 | + 4 | 29 | 8,843 | 139 | 116 | 119 |
| West North Central | -16 | - 1 | - 2 | 12 | 5,979 | - 3 | - 7 | 10 | 8,996 | 154 | 134 | 164 |
| South Atlantic | -12 | - 2 | + 5 | 9 | 1,411 | - 2 | +11 | 5 | 883 | 133 | 118 | 115 |
| Pacific | -19 | -11 | + 3 | 6 | 2,521 | c | c | c | c | c | c | c |
| Retailer-cooperative warehouses | - 9 | - 3 | +13 | 19 | 6,958 | + 9 | + 3 | 10 | 5,079 | 135 | 111 | 129 |
| Specialty lines wholesalers | -12 | + 1 | + 3 | 90 | 9,129 | + 3 | + 4 | 45 | 3,694 | 94 | 85 | 92 |
| New England | + 4 | +10 | + 7 | 8 | 374 | -28 | - 2 | 5 | 122 | 40 | 61 | 44 |
| Middle Atlantic | -16 | + 3 | + 2 | 18 | 2,575 | + 4 | 0 | 6 | 283 | 51 | 45 | 53 |
| East North Central | -17 | - 2 | - 3 | 12 | 659 | -10 | + 3 | 5 | 172 | 70 | 85 | 70 |
| South Atlantic | - 5 | + 4 | + 5 | 18 | 1,080 | 0 | + 2 | 7 | 491 | 76 | 70 | 82 |
| East South Central | + 4 | +10 | + 4 | 6 | 499 | c | c | c | c | c | c | c |
| West South Central | -14 | - 2 | - 5 | 5 | 356 | c | c | c | c | c | c | c |
| Mountain | -19 | + 3 | - 1 | 4 | 898 | c | c | c | c | c | c | c |
| Pacific | -11 | - 3 | + 5 | 17 | 2,554 | +12 | + 1 | 13 | 1,419 | 185 | 150 | 167 |
| Leather and shoe findings | -19 | -10 | - 6 | 32 | 651 | - 3 | - 2 | 15 | 1,120 | 326 | 269 | 306 |
| Middle Atlantic | -20 | -10 | - 7 | 8 | 66 | c | c | c | c | c | c | c |
| East North Central | -18 | - 1 | - 6 | 7 | 140 | c | c | c | c | c | c | c |
| West North Central | - 9 | + 2 | - 4 | 5 | 86 | c | c | c | c | c | c | c |
| Pacific | -23 | -18 | - 8 | 5 | 254 | c | c | c | c | c | c | c |
| Meats and meat products | + 4 | - 4 | +15 | 51 | 40,025 | - 8 | -12 | 34 | 7,226 | 38 | 41 | 38 |
| Paper and its products | - 8 | + 1 | 0 | 59 | 8,150 | +28 | + 2 | 29 | 5,219 | 136 | 102 | 140 |
| Middle Atlantic | - 7 | + 4 | - 4 | 17 | 2,027 | +19 | + 2 | 10 | 1,188 | 95 | 77 | 106 |
| East North Central | -13 | + 1 | - 2 | 20 | 3,875 | +39 | + 1 | 10 | 1,913 | 142 | 91 | 145 |
| South Atlantic | - 6 | + 8 | + 1 | 6 | 591 | c | c | c | c | c | c | c |
| West South Central | -12 | -13 | + 9 | 4 | 291 | c | c | c | c | c | c | c |
| Petroleum | + 9 | + 5 | +27 | 24 | 950 | +31 | - 1 | 23 | 461 | 54 | 45 | 56 |
| Shoes and other footwear | -18 | -16 | + 4 | 27 | 25,500 | +33 | - 7 | 16 | 8,147 | 68 | 46 | 69 |
| New England | - 5 | - 9 | 0 | 4 | 709 | c | c | c | c | c | c | c |
| Middle Atlantic | -22 | -16 | - 6 | 6 | 761 | c | c | c | c | c | c | c |
| South Atlantic | -34 | -29 | -10 | 4 | 1,688 | c | c | c | c | c | c | c |
| Pacific | -19 | + 2 | -14 | 5 | 263 | c | c | c | c | c | c | c |
| Tobacco products | - 6 | - 4 | + 1 | 239 | 26,707 | +17 | + 5 | 101 | 7,836 | 66 | 53 | 61 |
| New England | - 1 | - 2 | + 6 | 20 | 2,697 | +16 | 0 | 8 | 351 | 44 | 36 | 42 |
| Middle Atlantic | -10 | - 6 | 0 | 49 | 5,945 | + 8 | 0 | 21 | 1,685 | 62 | 54 | 60 |
| East North Central | - 4 | 0 | + 3 | 49 | 6,432 | + 8 | +12 | 17 | 1,383 | 55 | 48 | 49 |
| West North Central | - 6 | - 1 | + 2 | 32 | 3,373 | +44 | 0 | 9 | 1,883 | 103 | 67 | 107 |
| South Atlantic | - 8 | - 7 | + 2 | 15 | 1,488 | +20 | + 8 | 11 | 847 | 64 | 49 | 55 |
| East South Central | -18 | -10 | - 2 | 10 | 1,070 | c | c | c | c | c | c | c |
| West South Central | - 4 | - 8 | - 4 | 22 | 1,757 | +10 | - 1 | 10 | 401 | 50 | 48 | 44 |
| Mountain | - 1 | + 5 | 0 | 21 | 1,308 | +28 | +25 | 15 | 577 | 80 | 63 | 69 |
| Pacific | - 9 | - 5 | + 1 | 21 | 2,637 | c | c | c | c | c | c | c |
| Miscellaneous | - 5 | - 8 | + 3 | 12 | 2,451 | +11 | + 2 | 6 | 1,325 | 167 | 136 | 151 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
J. C. Capt, Director

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JAN
UNIVERSITY OF ILLINOIS

For Release
January 3, 1949

## SALES AND INVENTORIES
## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
## NOVEMBER 1948

Data contained herein were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 2,906 wholesale houses in various lines of trade. November sales of the 2,906 wholesalers totaled $538,109,000.

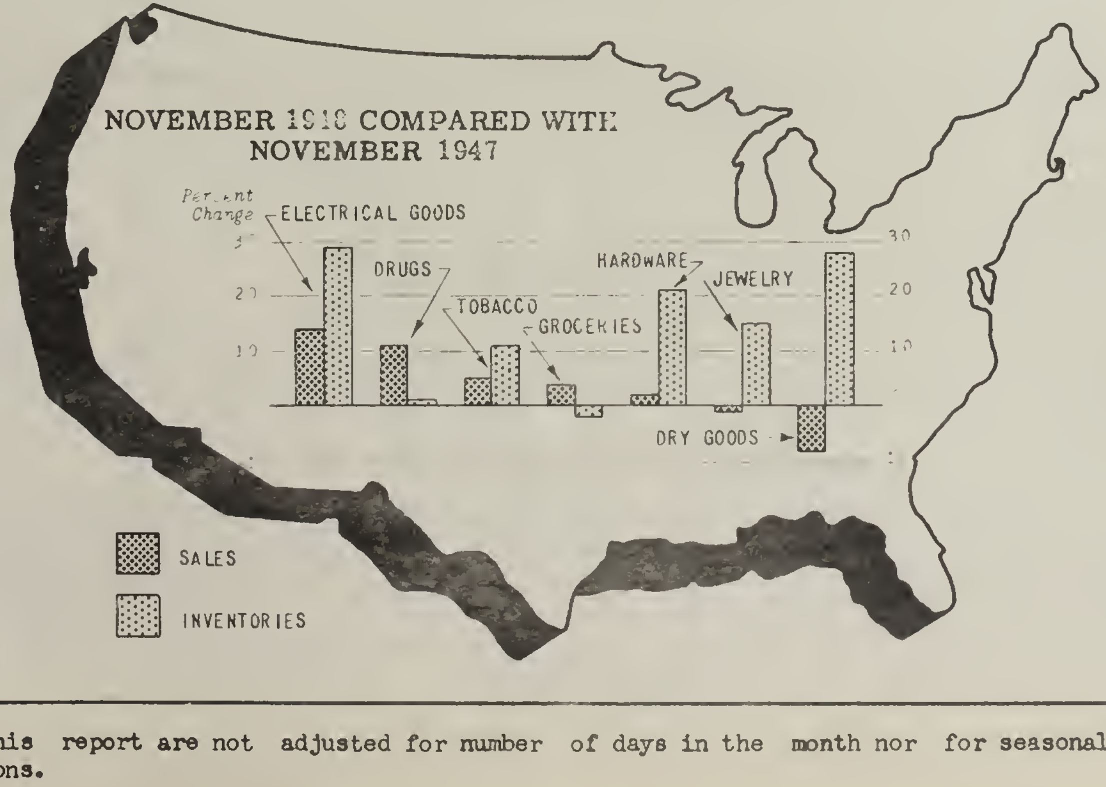
November sales of the 2,906 merchant wholesalers were up 4 percent from November of last year, but were off 4 percent from October of this year. On a year-to-date basis, sales for the first eleven months of 1948 were up 7 percent from the corresponding period of 1947.

November sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, were up 1 percent over November of last year and showed no change from October of this year. On a year-to-date basis, sales of independent retail stores registered an increase of 6 percent, slightly less than the 7 percent increase as recorded by the 2,906 merchant wholesalers.

Of the 37 wholesale trades for which data are shown separately in the following table, 23 reported increases over November of last year, 12 reported decreases, and two — electrical appliances and specialties and industrial chemicals — showed little or no change. Comparing November with October of this year, 9 trades reported increases ranging from 1 to 7 percent. On the other hand, 27 trades reported sales decreases. On a year-to-date basis, all but 5 trades (refrigeration equipment, clothing, fresh fruits and vegetables, leather, and paper) reported increases in sales for the first eleven months of 1948 over the same period of 1947.

November 30 inventories (valued at cost) of 1,943 of the 2,906 wholesalers were up 15 percent over November 30 of last year but recorded little change (+ 1%) from October. Twenty-seven trades recorded increases in inventories compared with a year ago, nine trades reported decreases, and one, specialty lines grocers, no change. During November, 23 trades reported increases, 12 recorded decreases, and 2 reported little or no change. Expressed in terms of stock-sales ratios, the 146 for November represented an increase of 13 and 8 points, respectively, over November a year ago and October of this year.

TRENDS IN SALES AND INVENTORIES—SEVEN TRADES



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## NOVEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1948 sample | | Percent change | | November 1948 sample | | | | |
| | Nov. 1948 from Nov. 1947 | Nov. 1948 from Oct. 1948 | 11 mos. 1948 from 11 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Nov. 1948 from Nov. 1947 | Nov. 1948 from Oct. 1948 | No. of firms reporting | Reported dollar values (add 000) | Nov. 1948 | Nov. 1947 | Oct. 1948 |
| United States total | + 4 | - 4 | + 7 | 2,906 | $538,109 | +15 | + 1 | 1,943 | $581,001 | 146 | 133 | 138 |
| New England | + 6 | 0 | + 6 | 186 | 22,550 | +21 | + 2 | 124 | 22,739 | 145 | 131 | 142 |
| Middle Atlantic | + 7 | - 2 | + 7 | 583 | 91,372 | +12 | + 4 | 357 | 70,047 | 119 | 115 | 111 |
| East North Central | + 5 | - 4 | + 7 | 543 | 102,122 | +12 | + 2 | 367 | 101,799 | 128 | 119 | 119 |
| West North Central | + 9 | - 4 | + 9 | 312 | 71,453 | +12 | - 1 | 241 | 98,054 | 160 | 155 | 156 |
| South Atlantic | + 6 | - 4 | + 7 | 375 | 51,370 | +23 | + 4 | 247 | 57,493 | 144 | 127 | 134 |
| East South Central | + 4 | - 4 | + 7 | 168 | 24,772 | +17 | + 3 | 110 | 25,931 | 144 | 130 | 135 |
| West South Central | + 2 | - 2 | + 9 | 254 | 42,825 | +14 | + 4 | 184 | 54,335 | 154 | 140 | 146 |
| Mountain | + 9 | - 2 | +10 | 123 | 19,163 | + 1 | 0 | 83 | 19,960 | 139 | 150 | 137 |
| Pacific | + 5 | - 1 | + 7 | 313 | 67,172 | +12 | + 1 | 206 | 88,279 | 169 | 162 | 169 |
| Automotive supplies | + 1 | -12 | + 3 | 165 | 14,177 | +11 | + 2 | 110 | 12,033 | 242 | 202 | 205 |
| Middle Atlantic | - 8 | - 7 | 0 | 34 | 940 | +12 | + 2 | 29 | 1,491 | 209 | 168 | 191 |
| East North Central | - 6 | -14 | + 2 | 36 | 1,714 | +16 | + 4 | 27 | 2,650 | 184 | 150 | 151 |
| West North Central | - 2 | -11 | + 2 | 14 | 1,797 | + 6 | - 1 | 10 | 1,486 | 227 | 208 | 209 |
| South Atlantic | + 6 | 0 | + 6 | 11 | 704 | +11 | + 2 | 8 | 796 | 239 | 198 | 201 |
| West South Central | - 4 | -18 | + 1 | 8 | 394 | +31 | +15 | 4 | 755 | 263 | 185 | 273 |
| Mountain | + 3 | - 9 | + 4 | 11 | 842 | c | c | c | c | c | c | c |
| Pacific | - 9 | - 5 | - 9 | 46 | 2,644 | +11 | + 1 | 24 | 4,065 | 344 | 278 | 302 |
| Electrical group, total | +14 | + 2 | +15 | 554 | 118,434 | +29 | + 7 | 483 | 150,903 | 133 | 118 | 128 |
| Full-line wholesalers | +16 | + 3 | +16 | 374 | 101,579 | +29 | + 6 | 363 | 133,028 | 133 | 120 | 129 |
| New England | +10 | - 3 | + 7 | 30 | 5,103 | +43 | + 7 | 30 | 8,732 | 171 | 132 | 155 |
| Middle Atlantic | +24 | + 3 | +13 | 54 | 15,297 | +31 | + 6 | 53 | 18,423 | 121 | 115 | 118 |
| East North Central | +12 | + 4 | +12 | 73 | 24,396 | +28 | + 7 | 70 | 29,605 | 125 | 109 | 121 |
| West North Central | +16 | + 1 | +22 | 39 | 11,371 | +32 | + 4 | 39 | 14,057 | 124 | 109 | 120 |
| South Atlantic | +16 | + 2 | +13 | 60 | 13,498 | +38 | + 8 | 57 | 18,307 | 144 | 121 | 137 |
| East South Central | +26 | +13 | +22 | 22 | 5,389 | +43 | +10 | 20 | 6,166 | 118 | 105 | 123 |
| West South Central | +11 | + 8 | +25 | 42 | 9,326 | +42 | + 5 | 42 | 12,073 | 129 | 102 | 133 |
| Mountain | +29 | +15 | +26 | 19 | 4,339 | + 4 | - 5 | 18 | 5,164 | 121 | 149 | 146 |
| Pacific | +13 | - 3 | +20 | 35 | 12,860 | +13 | + 8 | 34 | 20,501 | 160 | 160 | 144 |
| Wiring supplies, construction materials distributors | + 2 | - 6 | + 5 | 97 | 6,005 | +11 | + 4 | 61 | 5,618 | 122 | 109 | 108 |
| New England | - 3 | + 5 | 0 | 12 | 538 | - 1 | + 4 | 4 | 150 | 134 | 132 | 132 |
| Middle Atlantic | + 6 | + 3 | - 1 | 23 | 1,102 | + 6 | + 5 | 15 | 1,128 | 136 | 128 | 128 |
| East North Central | - 1 | + 4 | + 2 | 22 | 1,234 | + 4 | + 4 | 15 | 1,343 | 128 | 123 | 133 |
| South Atlantic | 0 | -20 | + 8 | 12 | 1,440 | +21 | + 5 | 8 | 1,043 | 82 | 65 | 61 |
| West South Central | +11 | - 3 | +16 | 7 | 442 | +20 | + 7 | 5 | 488 | 136 | 129 | 121 |
| Mountain | +15 | - 8 | +18 | 5 | 282 | c | c | c | c | c | c | c |
| Pacific | -15 | -12 | - 3 | 9 | 463 | +10 | - 4 | 7 | 894 | 202 | 156 | 182 |
| Appliances and specialties wholesalers | 0 | - 2 | + 9 | 83 | 10,850 | +41 | +11 | 59 | 12,257 | 142 | 103 | 126 |
| New England | -21 | + 1 | +10 | 6 | 620 | c | c | c | c | c | c | c |
| Middle Atlantic | + 6 | - 7 | +11 | 16 | 1,666 | +27 | +13 | 7 | 1,566 | 182 | 115 | 125 |
| East North Central | + 8 | - 2 | +10 | 15 | 1,935 | +79 | +13 | 9 | 1,378 | 112 | 68 | 98 |
| West North Central | - 3 | -12 | +10 | 12 | 1,071 | +39 | + 4 | 10 | 1,469 | 147 | 102- | 122 |
| South Atlantic | - 4 | -14 | + 8 | 12 | 2,107 | +65 | +10 | 10 | 1,911 | 106 | 79 | 90 |
| West South Central | -13 | + 6 | - 6 | 4 | 876 | c | c | c | c | c | c | c |
| Mountain | + 3 | - 4 | +21 | 7 | 1,163 | +34 | + 8 | 6 | 1,540 | 127 | 100 | 113 |
| Pacific | +26 | +49 | + 4 | 9 | 1,131 | +40 | +21 | 9 | 1,748 | 155 | 139 | 190 |
| Furniture and house furnishings | +24 | - 5 | +23 | 34 | 7,679 | +55 | +14 | 21 | 8,210 | 134 | 108 | 111 |
| Middle Atlantic | +26 | - 5 | +27 | 9 | 1,736 | c | c | c | c | c | c | c |
| East North Central | +14 | -12 | +22 | 4 | 916 | c | c | c | c | c | c | c |
| Mountain | +13 | + 1 | 0 | 5 | 477 | c | c | c | c | c | c | c |
| Pacific | + 2 | +10 | +10 | 7 | 336 | c | c | c | c | c | c | c |
| Hardware | + 2 | - 8 | + 7 | 120 | 43,225 | +21 | 0 | 86 | 68,794 | 206 | 174 | 185 |
| Middle Atlantic | + 8 | + 1 | + 9 | 23 | 6,116 | + 7 | + 2 | 15 | 6,311 | 196 | 204 | 175 |
| East North Central | 0 | -15 | + 3 | 14 | 7,852 | +15 | - 2 | 12 | 12,365 | 172 | 146 | 149 |
| West North Central | + 6 | - 7 | + 8 | 16 | 10,133 | +22 | - 4 | 16 | 19,712 | 195 | 169 | 188 |
| South Atlantic | +12 | -11 | +13 | 20 | 3,827 | +39 | +12 | 15 | 7,710 | 233 | 196 | 185 |
| East South Central | + 6 | - 7 | +10 | 12 | 4,180 | +17 | + 4 | 5 | 2,977 | 162 | 151 | 132 |
| West South Central | - 8 | -11 | + 6 | 14 | 3,325 | +14 | - 1 | 9 | 5,973 | 225 | 182 | 203 |
| Pacific | - 9 | - 6 | + 4 | 12 | 5,664 | +28 | + 2 | 9 | 12,154 | 271 | 191 | 253 |
| Industrial supplies | +12 | - 2 | + 8 | 65 | 10,542 | +29 | - 3 | 43 | 13,410 | 181 | 146 | 188 |
| New England | + 3 | + 4 | + 3 | 8 | 698 | c | c | c | c | c | c | c |
| Middle Atlantic | + 1 | - 1 | 0 | 17 | 1,750 | +10 | - 4 | 9 | 1,709 | 179 | 165 | 187 |
| East North Central | +20 | 0 | + 6 | 10 | 1,044 | +18 | 0 | 7 | 611 | 189 | 174 | 171 |
| South Atlantic | +23 | - 3 | +11 | 8 | 763 | +32 | + 2 | 7 | 1,202 | 160 | 149 | 151 |
| West South Central | +15 | - 1 | +13 | 5 | 3,107 | +17 | - 2 | 4 | 3,651 | 168 | 189 | 185 |
| Pacific | +25 | - 1 | +12 | 8 | 2,138 | c | c | c | c | c | c | c |
| Jewelry | - 1 | + 5 | + 4 | 136 | 8,803 | +15 | + 1 | 71 | 11,246 | 176 | 153 | 186 |
| New England | -30 | +21 | + 1 | 4 | 85 | c | c | c | c | c | c | c |
| Middle Atlantic | -18 | - 7 | + 5 | 34 | 1,467 | +23 | - 3 | 12 | 1,740 | 191 | 118 | 178 |
| East North Central | + 5 | +14 | + 2 | 41 | 2,852 | + 8 | +14 | 21 | 3,522 | 165 | 158 | 168 |
| West North Central | +11 | + 8 | + 8 | 12 | 1,501 | +13 | - 4 | 10 | 1,818 | 151 | 149 | 166 |
| South Atlantic | +13 | +14 | + 2 | 6 | 432 | c | c | c | c | c | c | c |
| Mountain | -17 | +19 | -10 | 4 | 25 | c | c | c | c | c | c | c |
| Pacific | - 3 | - 1 | + 4 | 31 | 2,237 | +20 | - 5 | 19 | 3,459 | 200 | 168 | 217 |

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(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## NOVEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1948 sample | | Percent change | | November 1948 sample | | | | |
| | Nov. 1948 from Nov. 1947 | Nov. 1948 from Oct. 1948 | 11 mos. 1948 from 11 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Nov. 1948 from Nov. 1947 | Nov. 1948 from Oct. 1948 | No. of firms reporting | Reported dollar values (add 000) | Nov. 1948 | Nov. 1947 | Oct. 1948 |
| **Lumber and building materials** | +10 | -15 | +21 | 51 | $8,846 | +79 | +10 | 26 | $5,521 | 102 | 70 | 78 |
| **Machinery, equipment, supplies (except electrical)** | - 8 | -13 | + 6 | 44 | 3,295 | - 3 | - 1 | 27 | 5,210 | 227 | 224 | 197 |
| Middle Atlantic | + 5 | -21 | + 7 | 7 | 689 | - 2 | - 3 | 4 | 995 | 156 | 175 | 127 |
| East North Central | + 1 | - 1 | + 2 | 11 | 709 | - 9 | - 2 | 7 | 825 | 168 | 187 | 169 |
| South Atlantic | -11 | -10 | - 4 | 6 | 302 | - 8 | - 7 | 4 | 245 | 175 | 187 | 193 |
| West South Central | -22 | -23 | +25 | 5 | 569 | c | c | c | c | c | c | c |
| Pacific | - 8 | -16 | - 6 | 8 | 517 | c | c | c | c | c | c | c |
| **Metals** | +18 | -13 | +16 | 17 | 2,466 | + 4 | + 2 | 11 | 2,943 | 143 | 173 | 123 |
| **Optical goods** | +16 | - 7 | + 4 | 9 | 242 | - 1 | + 3 | 5 | 167 | 162 | 213 | 145 |
| **Paints and varnishes** | - 4 | -15 | +14 | 23 | 1,268 | +15 | + 3 | 11 | 963 | 132 | 108 | 119 |
| **Plumbing and heating supplies** | +10 | - 8 | +12 | 52 | 5,176 | +26 | + 1 | 28 | 3,662 | 136 | 126 | 125 |
| New England | +15 | -11 | +13 | 7 | 381 | c | c | c | c | c | c | c |
| Middle Atlantic | + 5 | -12 | + 7 | 16 | 1,192 | +35 | - 1 | 5 | 393 | 143 | 128 | 133 |
| East North Central | +19 | - 7 | +12 | 12 | 1,201 | +10 | - 3 | 10 | 1,312 | 128 | 134 | 124 |
| West North Central | +32 | - 2 | +17 | 6 | 646 | +31 | + 8 | 5 | 699 | 114 | 113 | 102 |
| **Refrigeration equipment, parts (commercial)** | -11 | -16 | - 7 | 23 | 740 | + 1 | + 1 | 16 | 1,911 | 381 | 350 | 310 |
| **Surgical, medical, equipment, supplies** | +16 | - 4 | + 9 | 23 | 2,672 | +17 | - 5 | 18 | 2,859 | 117 | 116 | 118 |
| Middle Atlantic | + 7 | - 4 | + 3 | 6 | 237 | +11 | + 3 | 5 | 403 | 260 | 259 | 236 |
| East North Central | +26 | - 5 | +16 | 7 | 1,904 | + 8 | - 9 | 6 | 1,680 | 89 | 103 | 94 |
| **Beer** | +33 | + 4 | +11 | 42 | 2,327 | + 6 | + 7 | 31 | 601 | 32 | 41 | 31 |
| Middle Atlantic | +21 | +13 | + 8 | 9 | 397 | c | c | c | c | c | c | c |
| East North Central | + 3 | 0 | - 1 | 10 | 450 | c | c | c | c | c | c | c |
| West North Central | +69 | + 5 | +48 | 6 | 819 | c | c | c | c | c | c | c |
| South Atlantic | +44 | 0 | +14 | 5 | 329 | c | c | c | c | c | c | c |
| East South Central | +17 | 0 | - 9 | 5 | 82 | c | c | c | c | c | c | c |
| Pacific | +25 | 0 | +15 | 5 | 237 | c | c | c | c | c | c | c |
| **Chemicals, industrial** | 0 | - 2 | + 8 | 14 | 1,094 | +14 | - 3 | 10 | 1,089 | 136 | 120 | 137 |
| **Clothing and furnishings (except shoes)** | - 9 | - 4 | - 1 | 23 | 2,235 | +27 | -13 | 12 | 965 | 148 | 104 | 143 |
| Middle Atlantic | - 7 | 0 | + 3 | 9 | 1,864 | c | c | c | c | c | c | c |
| South Atlantic | - 6 | -27 | - 5 | 4 | 88 | c | c | c | c | c | c | c |
| **Coal** | + 9 | - 2 | +28 | 9 | 6,448 | +60 | - 1 | 4 | 8,748 | 306 | 200 | 313 |
| **Confectionery** | + 5 | + 5 | + 4 | 45 | 2,370 | - 5 | 0 | 21 | 1,235 | 81 | 89 | 87 |
| Middle Atlantic | + 4 | 0 | + 4 | 6 | 471 | c | c | c | c | c | c | c |
| East North Central | + 7 | + 5 | + 7 | 7 | 340 | c | c | c | c | c | c | c |
| South Atlantic | + 4 | +14 | - 1 | 11 | 264 | c | c | c | c | c | c | c |
| East South Central | + 5 | - 4 | + 9 | 7 | 328 | c | c | c | c | c | c | c |
| **Dairy and poultry products** | + 4 | - 3 | +11 | 26 | 3,087 | -17 | -18 | 17 | 815 | 31 | 39 | 36 |
| **Drugs and sundries (liquor excluded)** | +11 | - 2 | + 6 | 169 | 42,494 | + 1 | - 3 | 134 | 59,913 | 179 | 197 | 179 |
| New England | +12 | - 2 | + 6 | 13 | 2,316 | - 1 | - 2 | 11 | 3,326 | 180 | 202 | 183 |
| Middle Atlantic | +14 | 0 | + 3 | 20 | 7,226 | + 6 | - 2 | 14 | 6,604 | 160 | 169 | 161 |
| East North Central | + 7 | - 3 | + 8 | 25 | 7,421 | + 4 | - 2 | 18 | 8,268 | 163 | 171 | 159 |
| West North Central | +14 | - 4 | + 8 | 20 | 5,192 | + 8 | - 1 | 18 | 7,733 | 171 | 182 | 165 |
| South Atlantic | +11 | + 2 | + 6 | 27 | 4,893 | - 2 | 0 | 20 | 6,939 | 194 | 223 | 198 |
| East South Central | + 7 | + 1 | + 4 | 17 | 3,149 | + 2 | - 3 | 13 | 4,851 | 188 | 199 | 198 |
| West South Central | +16 | - 3 | + 9 | 19 | 4,348 | + 4 | - 3 | 16 | 7,978 | 199 | 224 | 201 |
| Mountain | +12 | - 8 | +12 | 11 | 2,016 | + 2 | - 4 | 9 | 3,622 | 185 | 203 | 178 |
| Pacific | + 8 | - 4 | + 1 | 17 | 5,933 | - 9 | - 5 | 15 | 10,592 | 181 | 214 | 184 |
| **Dry goods** | - 8 | -15 | + 4 | 157 | 42,492 | +28 | - 8 | 111 | 69,257 | 193 | 136 | 175 |
| New England | - 1 | - 2 | - 5 | 5 | 230 | +14 | - 5 | 5 | 374 | 163 | 141 | 167 |
| Middle Atlantic | - 3 | -17 | + 7 | 42 | 5,348 | +15 | + 2 | 24 | 5,905 | 202 | 162 | 153 |
| East North Central | - 1 | - 8 | + 1 | 11 | 1,936 | +24 | - 6 | 11 | 2,845 | 147 | 117 | 144 |
| West North Central | - 5 | -16 | - 1 | 9 | 6,374 | + 7 | - 8 | 9 | 11,755 | 184 | 164 | 170 |
| South Atlantic | -11 | -15 | + 2 | 23 | 3,668 | +17 | - 7 | 16 | 5,307 | 167 | 133 | 158 |
| East South Central | -13 | -24 | - 3 | 17 | 2,176 | + 8 | - 6 | 10 | 2,606 | 168 | 133 | 129 |
| West South Central | -14 | -16 | - 7 | 14 | 1,951 | +10 | 0 | 11 | 2,455 | 174 | 128 | 146 |
| Mountain | + 1 | - 5 | + 4 | 7 | 990 | +28 | - 6 | 4 | 869 | 115 | 91 | 116 |
| Pacific | + 7 | - 2 | +13 | 17 | 3,318 | +14 | - 5 | 9 | 2,372 | 247 | 191 | 237 |
| **Farm supplies** | - 8 | + 7 | + 1 | 14 | 1,701 | -25 | +12 | 8 | 995 | 98 | 127 | 82 |
| **Fresh fruits and vegetables** | - 8 | + 5 | - 2 | 72 | 5,534 | - 7 | + 6 | 42 | 1,035 | 30 | 30 | 29 |
| New England | - 6 | + 7 | - 8 | 11 | 518 | c | c | c | c | c | c | c |
| Middle Atlantic | -11 | - 8 | - 2 | 16 | 1,183 | c | c | c | c | c | c | c |
| East North Central | - 4 | +21 | + 1 | 18 | 1,317 | c | c | c | c | c | c | c |
| West North Central | + 7 | - 6 | + 1 | 5 | 468 | c | c | c | c | c | c | c |
| South Atlantic | - 3 | - 4 | 0 | 9 | 379 | c | c | c | c | c | c | c |
| East South Central | - 4 | + 2 | +16 | 4 | 92 | c | c | c | c | c | c | c |
| Pacific | - 5 | + 4 | - 2 | 6 | 795 | c | c | c | c | c | c | c |

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(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## NOVEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1948 sample | | Percent change | | November 1948 sample | | | | |
| | Nov. 1948 from Nov. 1947 | Nov. 1948 from Oct. 1948 | 11 mos. 1948 from 11 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Nov. 1948 from Nov. 1947 | Nov. 1948 from Oct. 1948 | No. of firms reporting | Reported dollar values (add 000) | Nov. 1948 | Nov. 1947 | Oct. 1948 |
| Groceries, total | + 4 | 0 | + 3 | 573 | $110,237 | - 2 | + 1 | 360 | $108,464 | 142 | 153 | 142 |
| Non-affiliated full-line wholesalers[d] | + 4 | - 1 | + 3 | 324 | 52,002 | + 1 | + 3 | 203 | 57,484 | 149 | 155 | 144 |
| New England | - 1 | 0 | - 6 | 6 | 922 | c | c | c | c | c | c | c |
| Middle Atlantic | + 7 | + 2 | + 8 | 22 | 3,768 | -10 | +10 | 10 | 3,433 | 124 | 150 | 116 |
| East North Central | + 2 | - 4 | - 1 | 37 | 9,071 | + 1 | - 2 | 25 | 11,057 | 156 | 155 | 150 |
| West North Central | +14 | + 5 | + 6 | 58 | 11,181 | - 1 | - 2 | 44 | 15,143 | 155 | 184 | 171 |
| South Atlantic | + 4 | 0 | + 1 | 65 | 7,208 | + 4 | + 3 | 29 | 4,726 | 137 | 139 | 132 |
| East South Central | + 3 | - 8 | - 4 | 36 | 3,638 | + 6 | + 8 | 24 | 3,371 | 139 | 132 | 119 |
| West South Central | - 2 | - 4 | + 5 | 83 | 12,451 | + 7 | +10 | 58 | 14,149 | 149 | 139 | 128 |
| Mountain | - 2 | + 1 | - 5 | 10 | 1,341 | -12 | + 7 | 7 | 1,750 | 178 | 193 | 171 |
| Pacific | +14 | +13 | + 5 | 7 | 2,422 | c | c | c | c | c | c | c |
| Voluntary-group wholesalers | + 1 | - 1 | + 1 | 136 | 35,857 | -10 | - 2 | 97 | 33,106 | 142 | 158 | 142 |
| New England | + 4 | + 5 | + 4 | 10 | 3,028 | - 2 | + 4 | 5 | 1,201 | 132 | 156 | 134 |
| Middle Atlantic | + 4 | + 2 | + 1 | 34 | 9,225 | -13 | + 2 | 17 | 4,506 | 148 | 168 | 140 |
| East North Central | - 8 | - 6 | 0 | 35 | 7,342 | -16 | - 6 | 27 | 7,386 | 145 | 155 | 141 |
| West North Central | - 3 | - 4 | - 2 | 26 | 5,901 | -15 | - 1 | 25 | 9,095 | 158 | 180 | 153 |
| South Atlantic | + 6 | - 1 | + 4 | 9 | 1,437 | - 2 | - 1 | 5 | 874 | 131 | 145 | 133 |
| Pacific | + 5 | + 2 | + 2 | 9 | 7,065 | c | c | c | c | c | c | c |
| Retailer-cooperative warehouses | +16 | + 1 | +13 | 20 | 7,876 | +11 | + 4 | 13 | 5,857 | 124 | 122 | 118 |
| Specialty lines wholesalers | + 8 | + 6 | + 2 | 93 | 14,502 | 0 | - 2 | 47 | 12,017 | 126 | 141 | 146 |
| New England | - 1 | -17 | + 6 | 6 | 123 | c | c | c | c | c | c | c |
| Middle Atlantic | 0 | - 5 | + 2 | 21 | 2,581 | + 4 | + 7 | 8 | 387 | 67 | 66 | 60 |
| East North Central | + 4 | 0 | - 3 | 12 | 650 | -14 | - 6 | 5 | 161 | 61 | 90 | 70 |
| South Atlantic | +18 | + 8 | + 6 | 21 | 1,550 | + 3 | + 1 | 8 | 1,037 | 102 | 120 | 113 |
| East South Central | +15 | + 9 | + 5 | 5 | 473 | c | c | c | c | c | c | c |
| West South Central | - 8 | - 1 | - 5 | 5 | 352 | c | c | c | c | c | c | c |
| Mountain | - 7 | -10 | - 2 | 4 | 804 | c | c | c | c | c | c | c |
| Pacific | +11 | +14 | + 3 | 17 | 7,823 | 0 | - 3 | 13 | 9,134 | 146 | 166 | 182 |
| Leather and shoe findings | -12 | -11 | - 7 | 28 | 488 | - 1 | + 1 | 12 | 395 | 398 | 344 | 353 |
| Middle Atlantic | - 6 | - 5 | - 7 | 8 | 63 | c | c | c | c | c | c | c |
| East North Central | -20 | -14 | - 7 | 6 | 86 | c | c | c | c | c | c | c |
| Pacific | - 9 | -11 | - 8 | 5 | 226 | c | c | c | c | c | c | c |
| Meats and meat products | -10 | - 5 | +12 | 48 | 37,417 | -22 | +10 | 34 | 8,322 | 47 | 63 | 39 |
| Middle Atlantic | + 6 | - 1 | +12 | 9 | 3,841 | -16 | + 5 | 8 | 1,490 | 42 | 53 | 39 |
| East North Central | + 1 | -15 | +23 | 12 | 7,771 | -17 | + 7 | 12 | 3,796 | 49 | 60 | 39 |
| South Atlantic | + 2 | -22 | +12 | 5 | 1,255 | c | c | c | c | c | c | c |
| Pacific | +10 | -20 | +28 | 4 | 2,790 | c | c | c | c | c | c | c |
| Paper and its products | + 2 | - 4 | 0 | 58 | 7,945 | +17 | - 2 | 30 | 5,752 | 149 | 124 | 136 |
| New England | +10 | - 6 | + 1 | 4 | 265 | c | c | c | c | c | c | c |
| Middle Atlantic | - 6 | - 7 | - 4 | 18 | 1,978 | +11 | - 5 | 11 | 1,169 | 114 | 93 | 99 |
| East North Central | + 6 | + 4 | - 2 | 17 | 3,672 | +39 | 0 | 9 | 1,959 | 133 | 91 | 138 |
| West North Central | +26 | + 9 | + 9 | 4 | 191 | c | c | c | c | c | c | c |
| South Atlantic | - 3 | - 5 | + 1 | 6 | 560 | c | c | c | c | c | c | c |
| Pacific | - 2 | -28 | + 8 | 4 | 842 | c | c | c | c | c | c | c |
| Petroleum | +10 | - 4 | +25 | 26 | 1,144 | + 4 | + 2 | 24 | 666 | 63 | 69 | 61 |
| Shoes and other footwear | -27 | -33 | + 2 | 27 | 9,096 | +39 | +18 | 19 | 10,083 | 123 | 63 | 68 |
| New England | - 7 | -28 | 0 | 4 | 511 | c | c | c | c | c | c | c |
| Middle Atlantic | -15 | -21 | - 7 | 6 | 509 | c | c | c | c | c | c | c |
| South Atlantic | -25 | - 5 | -12 | 4 | 1,607 | c | c | c | c | c | c | c |
| Tobacco products | + 5 | + 3 | + 1 | 227 | 31,988 | +11 | + 7 | 111 | 11,981 | 66 | 63 | 65 |
| New England | 0 | + 2 | + 6 | 20 | 2,832 | +17 | + 1 | 8 | 338 | 45 | 40 | 46 |
| Middle Atlantic | 0 | + 1 | - 1 | 56 | 12,329 | +16 | +11 | 37 | 7,510 | 77 | 66 | 69 |
| East North Central | + 9 | + 1 | + 3 | 44 | 5,866 | -16 | - 7 | 16 | 1,333 | 49 | 64 | 52 |
| West North Central | +12 | + 4 | + 2 | 34 | 3,847 | +19 | + 7 | 12 | 766 | 63 | 58 | 62 |
| South Atlantic | +13 | + 3 | + 2 | 13 | 1,373 | +24 | + 5 | 9 | 669 | 65 | 59 | 64 |
| East South Central | 0 | +13 | - 2 | 9 | 743 | +24 | +24 | 4 | 387 | 79 | 61 | 77 |
| West South Central | + 7 | + 2 | - 4 | 22 | 1,464 | - 2 | - 3 | 10 | 350 | 71 | 80 | 75 |
| Mountain | +11 | - 1 | + 1 | 13 | 1,008 | +36 | - 9 | 8 | 328 | 71 | 61 | 76 |
| Pacific | +16 | +15 | + 2 | 16 | 2,526 | - 5 | 0 | 7 | 300 | 51 | 58 | 52 |
| Miscellaneous | - 9 | 0 | + 2 | 12 | 2,447 | +19 | + 3 | 7 | 2,353 | 223 | 163 | 223 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

| | |
|---|---|
| New England - (Conn., Maine, Mass., N.H., R.I., Vt.) | South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.) |
| Middle Atlantic - (N.J., N.Y., Pa.) | East South Central - (Ala., Ky., Miss., Tenn.) |
| East North Central - (Ill., Ind., Mich., Ohio, Wis.) | West South Central - (Ark., La., Okla., Texas) |
| West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.) | Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.) |
| | Pacific - (Calif., Oreg., Wash.) |

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MONTHLY

# WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
J. C. Capt, *Director*

FEB 15 1949
UNIVERSITY OF ILLINOIS

For Release
February 7, 1949

## SALES AND INVENTORIES

## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

## DECEMBER 1948

Data contained in this report were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 2,672 wholesale houses in various lines of trade.

### SALES

Wholesale dollar volume sales for the year 1948 were 7 percent above 1947. Of the 37 trades covered by this report all except 5 show increases, when comparing 1948 with 1947, ranging from 1 percent in Voluntary Group Wholesale grocers to 24 percent in the Coal trade.

In contrast, however, December sales are 2 percent below the previous month and 2 percent lower than December a year ago. Among those showing substantial decreases are the Dry Goods and Clothing and Furnishings (except shoes) trades.

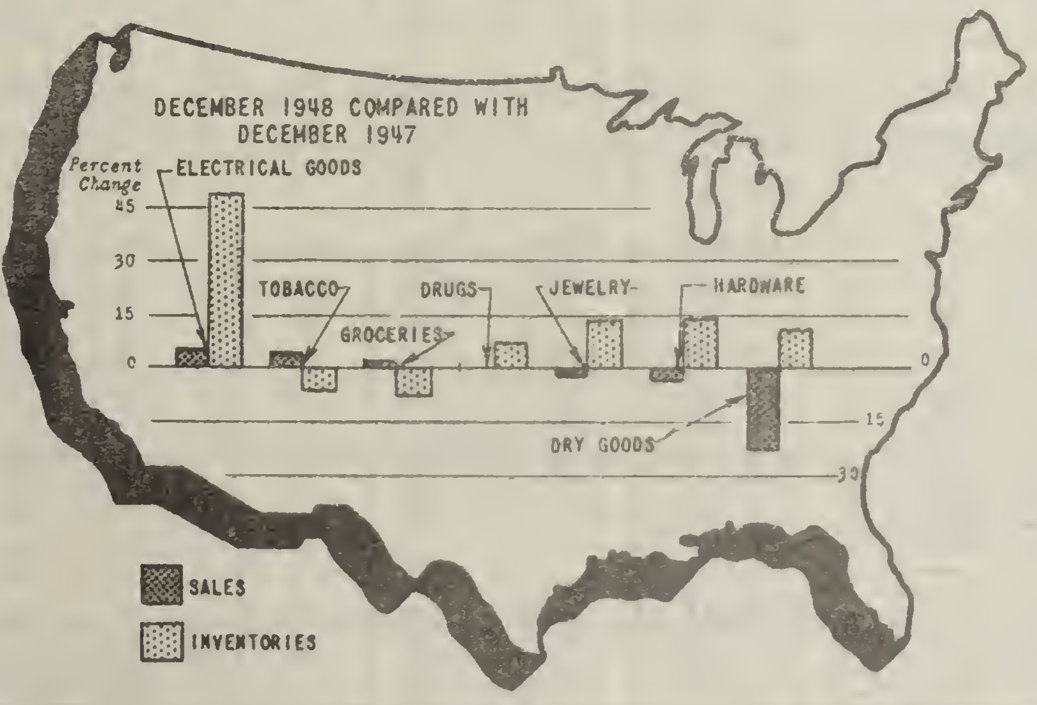
### INVENTORIES

End-of-the-year inventories (valued at cost) as reported by 1,544 firms increased 14 percent over December a year ago, but reported no change from the previous month. Expressed in terms of stock sales ratios, the 152 reported for December indicates an increase of 21 points from December 1947 and a 5 point increase over the previous month.

### RETAIL TRADE

December sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT showed a gain of 28 percent from November to December 1948 and a December sales level of 2 percent above that for December 1947. Sales for the year 1948 were 6 percent ahead of sales in 1947, slightly less than the 7 percent recorded by merchant wholesalers.

TRENDS IN SALES AND INVENTORIES—SEVEN TRADES



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## DECEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1948 sample | | Percent change | | December 1948 sample | | | | |
| | Dec. 1948 from Dec. 1947 | Dec. 1948 from Nov. 1948 | 12 mos. 1948 from 12 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Dec. 1948 from Dec. 1947 | Dec. 1948 from Nov. 1948 | No. of firms reporting | Reported dollar values (add 000) | Dec. 1948 | Dec. 1947 | Nov. 1948 |
| United States total | - 2 | - 2 | + 7 | 2,672 | $470,568 | +14 | 0 | 1,544 | $418,781 | 152 | 131 | 147 |
| New England | 0 | + 6 | + 5 | 175 | 19,513 | +24 | + 3 | 97 | 15,654 | 135 | 106 | 137 |
| Middle Atlantic | + 4 | + 3 | + 7 | 531 | 89,701 | + 8 | - 3 | 282 | 51,703 | 103 | 99 | 111 |
| East North Central | + 3 | + 5 | + 7 | 503 | 90,458 | +14 | + 2 | 303 | 71,746 | 127 | 113 | 131 |
| West North Central | - 2 | - 8 | + 9 | 290 | 52,400 | +12 | - 3 | 205 | 69,360 | 186 | 161 | 170 |
| South Atlantic | - 3 | - 4 | + 6 | 336 | 40,886 | +20 | + 3 | 192 | 38,865 | 157 | 130 | 143 |
| East South Central | - 6 | - 6 | + 6 | 153 | 21,177 | +13 | + 3 | 76 | 17,637 | 172 | 144 | 155 |
| West South Central | + 7 | - 1 | + 9 | 235 | 38,181 | +13 | - 3 | 140 | 40,829 | 157 | 150 | 160 |
| Mountain | - 3 | - 6 | + 9 | 116 | 16,116 | + 3 | - 4 | 70 | 13,464 | 138 | 132 | 131 |
| Pacific | - 4 | - 3 | + 7 | 298 | 55,867 | +17 | 0 | 155 | 54,279 | 171 | 141 | 167 |
| Automotive supplies | - 3 | -11 | + 2 | 177 | 7,924 | + 7 | - 3 | 104 | 10,793 | 253 | 229 | 238 |
| Middle Atlantic | +10 | + 1 | 0 | 34 | 976 | +20 | +11 | 28 | 1,537 | 219 | 202 | 204 |
| East North Central | + 2 | - 6 | + 2 | 33 | 1,338 | +15 | - 1 | 23 | 2,063 | 209 | 184 | 199 |
| West North Central | - 4 | -15 | + 1 | 29 | 2,526 | + 3 | -11 | 24 | 3,682 | 253 | 231 | 239 |
| South Atlantic | -17 | -23 | + 5 | 12 | 547 | +10 | + 7 | 8 | 749 | 243 | 221 | 228 |
| West South Central | - 9 | -11 | 0 | 7 | 310 | c | c | c | c | c | c | c |
| Mountain | - 1 | + 3 | + 3 | 9 | 318 | c | c | c | c | c | c | c |
| Pacific | - 5 | -12 | - 9 | 45 | 1,705 | + 2 | 0 | 11 | 1,590 | 434 | 365 | 387 |
| Electrical group, total | + 5 | +17 | +14 | 443 | 108,557 | +48 | +10 | 271 | 85,883 | 125 | 89 | 133 |
| Full-line wholesalers | + 7 | +20 | +16 | 267 | 92,819 | +54 | +13 | 158 | 70,867 | 123 | 83 | 132 |
| New England | + 8 | +27 | + 7 | 21 | 5,207 | +90 | +19 | 13 | 4,967 | 112 | 81 | 148 |
| Middle Atlantic | +31 | +34 | +14 | 32 | 14,445 | +62 | +17 | 21 | 8,610 | 95 | 76 | 108 |
| East North Central | + 5 | +20 | +11 | 56 | 23,320 | +52 | +11 | 35 | 16,598 | 109 | 75 | 116 |
| West North Central | +10 | +19 | +21 | 29 | 9,848 | +43 | + 9 | 18 | 6,583 | 122 | 99 | 135 |
| South Atlantic | + 2 | +20 | +12 | 40 | 11,502 | +58 | + 8 | 20 | 8,960 | 136 | 94 | 151 |
| East South Central | - 6 | + 9 | +19 | 17 | 4,682 | c | c | c | c | c | c | c |
| West South Central | +29 | +19 | +25 | 30 | 8,580 | c | c | c | c | c | c | c |
| Mountain | +10 | + 8 | +25 | 14 | 3,573 | +27 | + 5 | 9 | 2,325 | 102 | 89 | 112 |
| Pacific | -12 | +10 | +18 | 28 | 11,662 | +55 | +14 | 16 | 11,091 | 153 | 97 | 153 |
| Wiring supplies, construction materials distributors | + 2 | + 1 | + 5 | 105 | 5,223 | +11 | + 1 | 63 | 5,338 | 146 | 130 | 146 |
| New England | +21 | +17 | + 2 | 13 | 652 | + 8 | + 7 | 4 | 161 | 125 | 120 | 134 |
| Middle Atlantic | - 6 | - 4 | - 2 | 25 | 915 | +13 | - 2 | 13 | 901 | 167 | 128 | 168 |
| East North Central | - 2 | - 4 | + 2 | 25 | 1,321 | + 3 | - 1 | 17 | 1,572 | 139 | 131 | 135 |
| West North Central | +16 | + 7 | +21 | 7 | 627 | +36 | +11 | 5 | 505 | 110 | 94 | 106 |
| South Atlantic | + 5 | + 1 | + 8 | 14 | 529 | +12 | - 2 | 10 | 712 | 167 | 158 | 172 |
| West South Central | +11 | - 3 | +14 | 7 | 473 | +27 | +12 | 4 | 475 | 128 | 121 | 119 |
| Pacific | -19 | + 4 | - 5 | 8 | 392 | +16 | + 1 | 7 | 749 | 195 | 137 | 202 |
| Appliances and specialties wholesalers | -12 | + 4 | + 7 | 71 | 10,515 | +34 | - 5 | 50 | 9,678 | 127 | 79 | 133 |
| New England | -11 | + 7 | + 8 | 6 | 749 | c | c | c | c | c | c | c |
| Middle Atlantic | -17 | +16 | + 8 | 13 | 2,035 | + 6 | -13 | 5 | 888 | 171 | 68 | 182 |
| East North Central | - 9 | +18 | + 9 | 13 | 1,875 | +39 | -12 | 10 | 1,287 | 86 | 52 | 115 |
| West North Central | + 8 | +15 | + 7 | 9 | 1,207 | +14 | -12 | 8 | 1,264 | 114 | 106 | 145 |
| South Atlantic | -14 | -15 | + 6 | 12 | 1,424 | +48 | + 8 | 11 | 1,466 | 119 | 79 | 96 |
| Mountain | -13 | - 5 | +17 | 8 | 1,194 | +54 | + 5 | 6 | 1,411 | 144 | 83 | 127 |
| Pacific | -21 | -16 | + 3 | 4 | 807 | c | c | c | c | c | c | c |
| Furniture and house furnishings | +19 | - 7 | +22 | 37 | 7,294 | +48 | +11 | 22 | 9,023 | 188 | 156 | 148 |
| Middle Atlantic | +14 | - 2 | +26 | 9 | 1,671 | c | c | c | c | c | c | c |
| East North Central | +15 | - 3 | +21 | 4 | 879 | c | c | c | c | c | c | c |
| South Atlantic | +14 | +41 | +31 | 5 | 672 | c | c | c | c | c | c | c |
| West South Central | - 3 | - 1 | + 9 | 4 | 711 | c | c | c | c | c | c | c |
| Mountain | -15 | - 1 | - 1 | 4 | 300 | c | c | c | c | c | c | c |
| Pacific | - 2 | - 6 | + 7 | 7 | 366 | c | c | c | c | c | c | c |
| Hardware | - 3 | -12 | + 6 | 114 | 34,097 | +14 | + 2 | 80 | 60,664 | 245 | 207 | 205 |
| Middle Atlantic | - 2 | - 7 | + 8 | 23 | 6,333 | - 1 | - 3 | 15 | 6,858 | 184 | 175 | 170 |
| East North Central | + 5 | -10 | + 3 | 13 | 5,440 | + 8 | + 5 | 11 | 10,721 | 215 | 211 | 189 |
| West North Central | - 7 | -21 | + 7 | 15 | 6,783 | +16 | - 2 | 15 | 16,610 | 245 | 197 | 196 |
| South Atlantic | - 2 | -12 | +12 | 17 | 3,161 | +31 | +10 | 13 | 7,472 | 287 | 225 | 231 |
| East South Central | - 3 | - 9 | + 8 | 12 | 3,810 | + 9 | +12 | 5 | 3,320 | 199 | 176 | 162 |
| West South Central | -13 | -19 | + 5 | 13 | 2,541 | +12 | 0 | 8 | 5,637 | 284 | 228 | 228 |
| Mountain | + 6 | + 4 | +11 | 7 | 1,766 | c | c | c | c | c | c | c |
| Pacific | - 3 | -13 | + 4 | 11 | 3,898 | +22 | + 1 | 7 | 8,733 | 341 | 272 | 277 |
| Industrial supplies | + 2 | - 4 | + 8 | 53 | 6,220 | + 2 | + 1 | 33 | 7,626 | 231 | 216 | 203 |
| New England | - 1 | 0 | + 3 | 7 | 409 | - 5 | + 4 | 5 | 1,217 | 382 | 380 | 356 |
| Middle Atlantic | - 5 | - 7 | 0 | 14 | 1,131 | + 4 | 0 | 7 | 984 | 147 | 131 | 142 |
| East North Central | + 4 | - 5 | + 5 | 10 | 1,055 | +15 | + 3 | 6 | 549 | 248 | 174 | 202 |
| West North Central | - 4 | + 4 | +10 | 5 | 306 | c | c | c | c | c | c | c |
| South Atlantic | - 4 | -19 | + 9 | 6 | 413 | + 7 | + 6 | 5 | 693 | 172 | 153 | 132 |
| Pacific | - 5 | +18 | +12 | 5 | 360 | - 3 | + 4 | 4 | 580 | 286 | 238 | 313 |
| Jewelry | - 2 | + 6 | + 3 | 139 | 9,298 | +13 | -13 | 69 | 9,341 | 150 | 127 | 176 |
| New England | + 5 | +32 | + 1 | 7 | 623 | c | c | c | c | c | c | c |
| Middle Atlantic | - 8 | +13 | + 3 | 36 | 1,656 | +26 | - 5 | 13 | 1,584 | 186 | 121 | 190 |
| East North Central | - 5 | - 4 | + 1 | 44 | 2,857 | + 6 | -13 | 22 | 3,103 | 160 | 141 | 169 |
| West North Central | + 1 | + 4 | + 7 | 12 | 1,293 | +13 | -11 | 10 | 1,587 | 130 | 117 | 155 |
| South Atlantic | - 6 | - 6 | + 1 | 6 | 406 | c | c | c | c | c | c | c |
| Pacific | + 1 | +11 | + 4 | 28 | 2,242 | +19 | -17 | 17 | 2,601 | 139 | 119 | 200 |

(Continued on next page)

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# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## DECEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1948 sample | | Percent change | | December 1948 sample | | | | |
| | Dec. 1948 from Dec. 1947 | Dec. 1948 from Nov. 1948 | 12 moe. 1948 from 12 mos. 1947[b] | No. of firms reporting | Reported dollar eales (add 000) | Dec. 1948 from Dec. 1947 | Dec. 1948 from Nov. 1948 | No. of firms reporting | Reported dollar values (add 000) | Dec. 1948 | Dec. 1947 | Nov. 1948 |
| Lumber and building materiale | -13 | -21 | +18 | 49 | $7,105 | +39 | - 9 | 21 | $4,582 | 119 | 88 | 101 |
| Machinery equipment, suppliee (except electrical) | - 1 | + 2 | + 6 | 44 | 4,588 | +11 | + 3 | 27 | 7,633 | 216 | 204 | 213 |
| New England | - 6 | - 5 | +14 | 5 | 433 | c | c | c | c | c | c | c |
| Middle Atlantic | + 5 | + 3 | + 6 | 7 | 708 | c | c | c | c | c | c | c |
| East North Central | - 2 | +13 | + 1 | 10 | 786 | c | c | c | c | c | c | c |
| South Atlantic | -16 | + 5 | - 5 | 5 | 241 | c | c | c | c | c | c | c |
| West South Central | +12 | + 5 | +25 | 8 | 1,752 | c | c | c | c | c | c | c |
| Pacific | -29 | -20 | - 9 | 8 | 415 | c | c | c | c | c | c | c |
| Metals | +22 | - 2 | +18 | 17 | 2,662 | + 4 | + 7 | 10 | 3,106 | 156 | 193 | 144 |
| Optical goods | +20 | -10 | + 5 | 10 | 218 | +20 | +19 | 4 | 179 | 211 | 207 | 157 |
| Paints and varnishes | + 6 | -10 | +13 | 21 | 967 | - 1 | - 2 | 10 | 800 | 162 | 187 | 149 |
| Plumbing and heating supplies | +13 | - 8 | +12 | 58 | 5,381 | +18 | + 8 | 30 | 4,247 | 160 | 170 | 133 |
| New England | - 3 | -22 | +12 | 6 | 275 | c | c | c | c | c | c | c |
| Middle Atlantic | + 5 | - 9 | + 7 | 16 | 1,077 | +22 | + 4 | 5 | 409 | 184 | 166 | 143 |
| Eaet North Central | +16 | -12 | +13 | 13 | 1,144 | +22 | + 7 | 10 | 1,424 | 169 | 158 | 143 |
| West North Central | +42 | -12 | +18 | 11 | 1,194 | +14 | +11 | 9 | 1,652 | 151 | 191 | 117 |
| Pacific | - 4 | + 4 | + 8 | 5 | 1,161 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | -18 | - 5 | - 8 | 4 | 665 | - 1 | - 8 | 15 | 1,300 | 343 | 281 | 340 |
| Surgical, medical, equipment, supplies | -13 | - 4 | + 8 | 22 | 1,170 | +19 | - 2 | 18 | 1,720 | 175 | 124 | 172 |
| Middle Atlantic | +21 | + 1 | + 4 | 5 | 93 | +24 | + 3 | 4 | 214 | 315 | 282 | 296 |
| East North Central | -12 | + 7 | +15 | 4 | 478 | +12 | +10 | 4 | 583 | 122 | 98 | 119 |
| South Atlantic | -30 | -21 | - 3 | 5 | 283 | c | c | c | c | c | c | c |
| Beer | +11 | - 1 | +11 | 41 | 2,317 | - 2 | + 3 | 29 | 556 | 30 | 38 | 29 |
| Middle Atlantic | +11 | - 8 | + 9 | 10 | 372 | -43 | -17 | 7 | 63 | 17 | 35 | 20 |
| West North Central | +44 | + 6 | +47 | 6 | 866 | c | c | c | c | c | c | c |
| South Atlantic | +13 | - 6 | +14 | 4 | 289 | c | c | c | c | c | c | c |
| Pacific | -14 | - 8 | +13 | 5 | 217 | c | c | c | c | c | c | c |
| Chemicals, industrial | -10 | - 7 | + 6 | 11 | 876 | +15 | + 5 | 7 | 1,002 | 179 | 132 | 150 |
| Clothing and furnishings (except shoes) | -25 | -25 | - 2 | 22 | 536 | - 9 | -19 | 12 | 513 | 182 | 139 | 165 |
| Middle Atlantic | -17 | -19 | + 3 | 7 | 235 | c | c | c | c | c | c | c |
| East North Central | -34 | -27 | -19 | 5 | 113 | c | c | c | c | c | c | c |
| South Atlantic | -26 | -27 | - 6 | 4 | 64 | o | c | c | c | c | c | c |
| Coal | - 5 | + 8 | +24 | 9 | 6,858 | +58 | -15 | 4 | 7,451 | 235 | 122 | 306 |
| Confectionery | - 2 | + 1 | + 4 | 51 | 2,582 | - 1 | - 1 | 26 | 1,400 | 74 | 75 | 76 |
| Middle Atlantic | 0 | + 4 | + 3 | 8 | 591 | c | c | c | c | c | c | c |
| East North Central | - 8 | + 3 | + 8 | 7 | 350 | c | c | c | c | c | c | c |
| South Atlantic | - 3 | - 7 | - 1 | 12 | 264 | c | c | c | c | c | c | c |
| Eaet South Central | - 3 | + 1 | + 8 | 8 | 348 | c | c | c | c | c | c | c |
| Dairy and poultry products | - 1 | + 5 | +10 | 28 | 3,676 | -21 | + 3 | 18 | 1,012 | 35 | 41 | 34 |
| Drugs and sundries (liquor excluded) | 0 | - 7 | + 5 | 164 | 38,118 | + 7 | - 4 | 59 | 20,742 | 195 | 192 | 189 |
| New England | + 2 | - 3 | + 6 | 12 | 2,069 | d | d | d | d | d | d | d |
| Middle Atlantic | - 4 | - 6 | + 3 | 19 | 6,276 | d | d | d | d | d | d | d |
| East North Central | + 3 | - 6 | + 7 | 25 | 7,054 | d | d | d | d | d | d | d |
| West North Central | + 2 | - 9 | + 7 | 19 | 4,857 | d | d | d | d | d | d | d |
| South Atlantic | 0 | - 8 | + 8 | 25 | 4,356 | d | d | d | d | d | d | d |
| East South Central | - 2 | - 6 | + 4 | 16 | 2,820 | d | d | d | d | d | d | d |
| West South Central | + 6 | -10 | + 9 | 18 | 3,622 | d | d | d | d | o | d | d |
| Mountain | + 5 | -16 | +12 | 11 | 1,899 | d | d | d | d | d | d | d |
| Pacific | - 4 | - 8 | + 1 | 19 | 5,585 | d | d | d | d | d | d | d |
| Dry goods | -22 | -30 | + 3 | 159 | 31,744 | +11 | - 2 | 116 | 73,529 | 271 | 189 | 191 |
| New England | -19 | -15 | - 6 | 8 | 446 | - 2 | -17 | 8 | 437 | 141 | 126 | 152 |
| Middle Atlantic | -17 | -14 | + 6 | 41 | 5,898 | +15 | - 4 | 28 | 8,590 | 173 | 126 | 158 |
| East North Central | -19 | -34 | 0 | 13 | 1,468 | + 5 | - 7 | 13 | 3,378 | 230 | 176 | 164 |
| Weet North Central | -36 | -35 | - 4 | 12 | 4,255 | - 1 | - 2 | 10 | 11,615 | 277 | 177 | 184 |
| South Atlantic | -23 | -33 | + 1 | 21 | 1,668 | + 7 | -11 | 15 | 3,639 | 247 | 179 | 183 |
| East South Central | -17 | -38 | - 3 | 17 | 1,317 | + 8 | - 5 | 11 | 2,270 | 256 | 196 | 162 |
| West South Central | -30 | -38 | - 8 | 10 | 917 | - 8 | + 1 | 8 | 2,068 | 266 | 211 | 173 |
| Mountain | -13 | -45 | + 3 | 7 | 545 | +21 | -17 | 5 | 834 | 181 | 137 | 123 |
| Pacific | - 4 | -33 | +12 | 17 | 3,299 | +42 | + 4 | 10 | 7,106 | 359 | 231 | 237 |
| Farm supplies | - 2 | + 8 | 0 | 14 | 2,430 | +11 | 0 | 8 | 770 | 130 | 102 | 119 |
| Fresh fruits and vegetables | - 5 | + 9 | - 2 | 71 | 5,690 | 0 | -14 | 41 | 719 | 22 | 21 | 28 |
| New England | 0 | - 4 | - 8 | 11 | 497 | c | c | c | c | c | c | c |
| Middle Atlantic | -12 | - 2 | - 3 | 18 | 1,319 | c | c | c | c | c | c | c |
| East North Central | + 1 | +13 | + 1 | 16 | 1,473 | c | c | c | c | c | c | c |
| West North Central | - 7 | + 2 | + 1 | 4 | 388 | c | c | c | c | o | o | c |
| South Atlantic | - 4 | +24 | 0 | 10 | 591 | c | c | c | c | c | c | c |
| Pacific | - 9 | +12 | - 4 | 8 | 893 | c | c | c | c | c | c | c |

(Continued on next page)

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# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## DECEMBER 1948

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratio | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1948 sample | | Percent change | | December 1948 sample | | | | |
| | Dec. 1948 from Dec. 1947 | Dec. 1948 from Nov. 1948 | 12 mos. 1948 from 12 mos. 1947[b] | No. of firms reporting | Reported dollar sales (add 000) | Dec. 1948 from Dec. 1947 | Dec. 1948 from Nov. 1948 | No. of firms reporting | Reported dollar values (add 000) | Dec. 1948 | Dec. 1947 | Nov. 1948 |
| Groceries, total | + 2 | - 5 | + 3 | 489 | $77,469 | - 7 | - 7 | 300 | $65,439 | 138 | 148 | 141 |
| Non-affiliated full-line wholesalers[e] | + 5 | - 3 | + 3 | 278 | 37,102 | - 5 | - 6 | 169 | 36,071 | 144 | 160 | 149 |
| New England | - 2 | - 5 | - 6 | 5 | 797 | c | c | c | c | c | c | c |
| Middle Atlantic | + 6 | +10 | + 7 | 21 | 3,926 | -14 | -10 | 7 | 2,525 | 90 | 116 | 117 |
| East North Central | + 6 | - 2 | 0 | 32 | 5,116 | - 8 | - 4 | 24 | 6,619 | 178 | 198 | 180 |
| West North Central | + 7 | - 6 | + 6 | 39 | 4,113 | - 6 | - 8 | 28 | 5,265 | 170 | 192 | 177 |
| South Atlantic | + 2 | - 7 | + 1 | 53 | 5,346 | - 3 | - 8 | 26 | 3,458 | 142 | 151 | 141 |
| East South Central | 0 | + 1 | - 4 | 31 | 3,069 | - 8 | - 7 | 17 | 2,174 | 135 | 141 | 141 |
| West South Central | + 8 | - 3 | + 5 | 80 | 11,049 | 0 | -13 | 55 | 10,225 | 125 | 135 | 140 |
| Mountain | +10 | -13 | - 4 | 9 | 1,171 | -13 | 0 | 6 | 1,406 | 162 | 202 | 141 |
| Pacific | + 4 | -13 | + 4 | 8 | 2,515 | c | c | c | c | c | c | c |
| Voluntary-group wholesalers | - 3 | - 4 | + 1 | 107 | 21,241 | -12 | - 7 | 77 | 16,683 | 140 | 147 | 143 |
| New England | + 5 | - 3 | + 4 | 7 | 1,248 | c | c | c | c | c | c | c |
| Middle Atlantic | + 2 | - 4 | + 1 | 30 | 8,036 | - 8 | - 8 | 14 | 2,887 | 130 | 141 | 139 |
| East North Central | - 5 | - 1 | 0 | 25 | 4,927 | -13 | - 3 | 17 | 3,623 | 151 | 153 | 145 |
| West North Central | -13 | -10 | - 2 | 21 | 2,519 | -20 | -16 | 19 | 3,344 | 143 | 154 | 150 |
| South Atlantic | - 1 | - 5 | + 4 | 7 | 1,074 | - 9 | -11 | 5 | 774 | 123 | 133 | 131 |
| Pacific | - 7 | + 8 | + 2 | 4 | 1,849 | - 7 | - 4 | 4 | 2,447 | 132 | 132 | 149 |
| Retailer-cooperative warehouses | +12 | - 9 | +13 | 17 | 8,085 | + 7 | - 4 | 10 | 5,858 | 159 | 143 | 145 |
| Specialty lines wholesalers | - 3 | - 6 | + 2 | 87 | 11,041 | -13 | -10 | 44 | 6,827 | 102 | 116 | 106 |
| New England | + 6 | +15 | + 6 | 6 | 164 | c | c | c | c | c | c | c |
| Middle Atlantic | - 6 | - 9 | + 1 | 18 | 3,127 | -10 | - 4 | 8 | 2,022 | 127 | 130 | 122 |
| East North Central | + 7 | - 2 | - 2 | 12 | 650 | -16 | - 8 | 4 | 147 | 69 | 96 | 65 |
| South Atlantic | - 8 | -10 | + 5 | 20 | 1,286 | + 8 | + 5 | 9 | 1,165 | 123 | 101 | 101 |
| East South Central | - 3 | - 7 | + 5 | 5 | 439 | c | c | c | c | c | c | c |
| West South Central | - 8 | -10 | - 5 | 5 | 317 | c | c | c | c | c | c | c |
| Pacific | - 2 | - 5 | + 2 | 16 | 4,717 | -25 | -21 | 12 | 2,811 | 87 | 119 | 107 |
| Leather and shoe findings | -10 | -20 | - 7 | 30 | 412 | - 4 | + 3 | 14 | 1,019 | 483 | 420 | 372 |
| Middle Atlantic | - 7 | -19 | - 7 | 8 | 51 | c | c | c | c | c | c | c |
| East North Central | -21 | -21 | - 9 | 6 | 85 | c | c | c | c | c | c | c |
| Pacific | - 7 | -16 | - 8 | 6 | 190 | c | c | c | c | c | c | c |
| Meats and meat products | -11 | + 2 | + 9 | 49 | 38,491 | -25 | 0 | 34 | 8,348 | 42 | 62 | 48 |
| Paper and its products | - 8 | - 5 | - 1 | 57 | 7,408 | +22 | - 3 | 27 | 4,793 | 129 | 102 | 143 |
| Middle Atlantic | - 4 | - 6 | - 4 | 17 | 1,842 | c | c | c | c | c | c | c |
| East North Central | -14 | - 9 | - 3 | 17 | 3,444 | c | c | c | c | c | c | c |
| South Atlantic | -13 | - 8 | 0 | 7 | 551 | c | c | c | c | c | c | c |
| Petroleum | 0 | + 6 | +24 | 5 | 349 | c | c | c | c | c | c | c |
| Shoes and other footwear | -19 | - 3 | C | 25 | 19,733 | +47 | +35 | 16 | 12,401 | 205 | 99 | 127 |
| Tobacco products | + 4 | +11 | + 1 | 227 | 32,927 | - 6 | -17 | 110 | 9,877 | 53 | 58 | 70 |
| New England | + 6 | +12 | + 6 | 18 | 1,434 | + 8 | + 7 | 7 | 210 | 37 | 35 | 38 |
| Middle Atlantic | + 4 | +13 | 0 | 60 | 14,898 | - 9 | -20 | 38 | 6,391 | 56 | 64 | 79 |
| East North Central | + 8 | +14 | + 4 | 43 | 4,959 | + 4 | - 2 | 14 | 472 | 45 | 46 | 52 |
| West North Central | - 1 | + 5 | + 2 | 29 | 3,256 | - 4 | -11 | 13 | 876 | 48 | 49 | 58 |
| South Atlantic | 0 | + 7 | + 2 | 14 | 1,801 | c | c | c | c | c | c | c |
| East South Central | + 4 | +11 | - 2 | 6 | 675 | c | c | c | c | c | c | c |
| West South Central | 0 | + 4 | - 3 | 24 | 1,659 | -17 | -17 | 11 | 299 | 47 | 61 | 59 |
| Mountain | +14 | +20 | + 2 | 12 | 1,044 | c | c | c | c | c | c | c |
| Pacific | - 2 | + 6 | + 2 | 21 | 3,201 | - 4 | -10 | 7 | 413 | 43 | 44 | 49 |
| Miscellaneous | + 1 | +12 | + 2 | 12 | 2,828 | +24 | + 2 | 6 | 2,179 | 257 | 194 | 214 |

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[a] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.

[b] Includes reports received too late for inclusion in previous monthly trends.

[c] Insufficient data to show separately.

[d] To be published in the December edition of Trends in the Drug Trade.

[e] Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

**DEPARTMENT OF COMMERCE**
*Charles Sawyer, Secretary*
**BUREAU OF THE CENSUS**
*J. C. Capt, Director*

FOR RELEASE
MARCH 7, 1949

## SALES AND INVENTORIES
### UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS
### JANUARY 1949

Data contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 2,947 wholesale houses in various lines of trade.

SALES

January sales dropped 14 percent below those recorded in December 1948. While this decrease follows the usual seasonal trend, it is somewhat greater than would normally be expected. Compared with January 1948, a drop in sales level of 8 percent is noted--the first January to January-a-year-ago decrease recorded since 1943. With but few exceptions, all trades covered by this report registered lower dollar volume sales levels compared with the corresponding month a year ago and with December 1948.

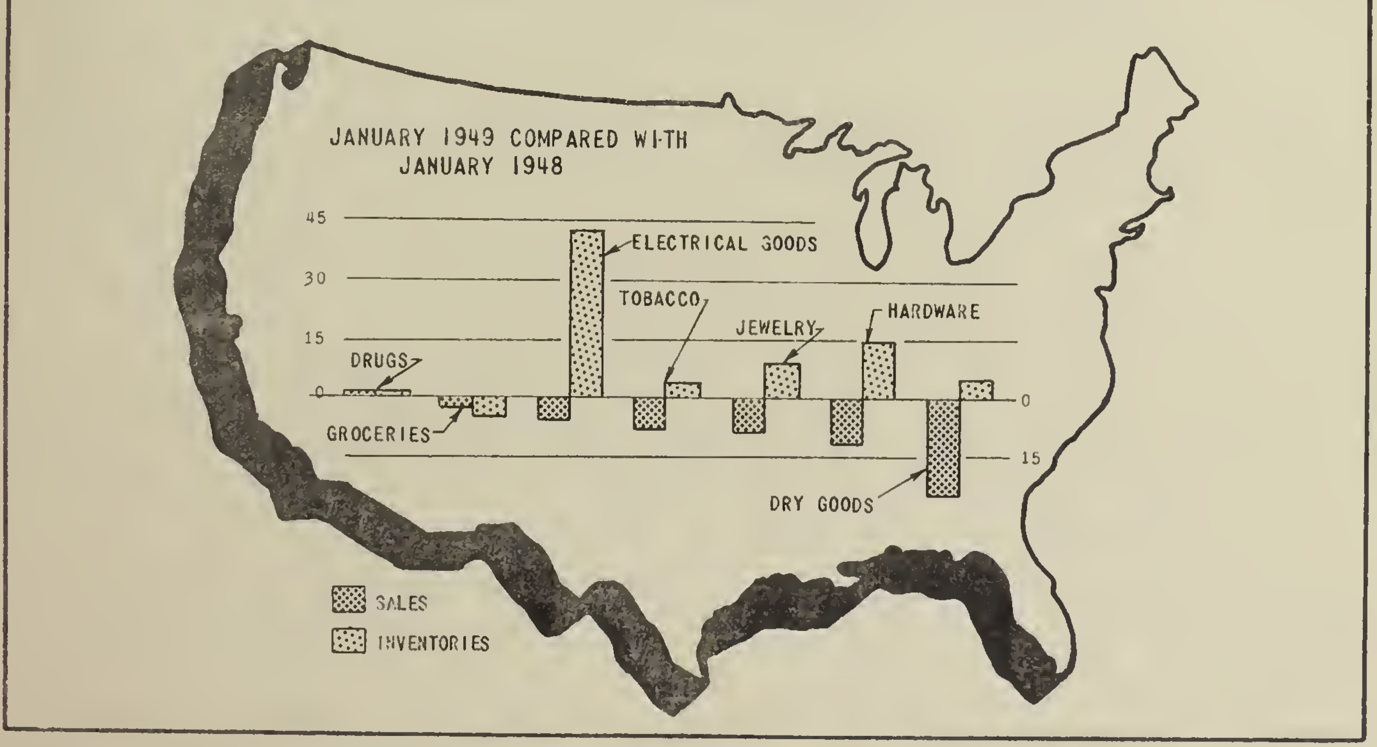
INVENTORIES

January inventories, valued at cost, continue to increase somewhat, gaining 16 percent over the corresponding period a year ago and 5 percent over December 1948, according to reports submitted by 1,885 firms. Expressed in terms of stock-sales ratios, the 185 reported for January is an increase of 35 points above December 1948 and a 40-point increase over January a year ago.

RETAIL TRADE

January sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, recorded a decrease of 38 percent below December 1948, and 5 percent below the same month a year ago.

TRENDS IN SALES AND INVENTORIES_SEVEN TRADES



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## JANUARY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1949 sample | | Percent change | | January 1949 sample | | | | |
| | Jan. 1949 from Jan. 1948 | Jan. 1949 from Dec. 1948 | No. of firms reporting | Reported dollar sales (add 000) | Jan. 1949 from Jan. 1948 | Jan. 1949 from Dec. 1948 | No. of firms reporting | Reported dollar values (add 000) | Jan. 1949 | Jan. 1948 | Dec. 1948 |
| Farm supplies | -18 | +18 | 16 | $3,535 | -36 | - 3 | 9 | $989 | 94 | 110 | 103 |
| Fresh fruits and vegetables | - 8 | -18 | 66 | 4,030 | 0 | + 8 | 39 | 910 | 38 | 35 | 29 |
| New England | -16 | -22 | 10 | 366 | 0 | +12 | 7 | 28 | 11 | 9 | 8 |
| Middle Atlantic | -12 | - 9 | 16 | 1,209 | - 5 | +33 | 10 | 149 | 23 | 22 | 16 |
| East North Central | -12 | -32 | 17 | 1,013 | -17 | - 9 | 10 | 268 | 44 | 46 | 37 |
| Groceries, total | - 2 | - 1 | 546 | 89,458 | - 4 | 0 | 321 | 75,131 | 144 | 146 | 140 |
| Non-affiliated full-line wholesalers[c] | - 5 | - 3 | 311 | 39,341 | - 3 | + 2 | 182 | 39,168 | 149 | 146 | 138 |
| New England | - 4 | - 5 | 5 | 760 | b | b | b | b | b | b | b |
| Middle Atlantic | - 1 | -21 | 20 | 3,035 | -14 | + 1 | 8 | 2,735 | 128 | 150 | 93 |
| East North Central | - 1 | - 3 | 48 | 7,993 | - 2 | - 3 | 24 | 9,637 | 154 | 152 | 154 |
| West North Central | + 4 | - 2 | 48 | 6,711 | - 1 | + 1 | 37 | 8,153 | 145 | 157 | 139 |
| South Atlantic | -12 | 0 | 60 | 6,025 | - 1 | + 1 | 26 | 3,635 | 143 | 132 | 141 |
| East South Central | -13 | -10 | 32 | 2,966 | - 7 | + 2 | 21 | 3,193 | 151 | 137 | 134 |
| West South Central | -14 | - 4 | 78 | 8,214 | 0 | +15 | 53 | 8,114 | 150 | 129 | 125 |
| Mountain | - 4 | + 7 | 10 | 1,373 | -15 | - 7 | 8 | 1,817 | 153 | 176 | 177 |
| Pacific | +24 | +24 | 10 | 2,264 | b | b | b | b | b | b | b |
| Voluntary-group wholesalers | - 1 | - 1 | 127 | 27,131 | - 8 | - 1 | 81 | 17,832 | 144 | 156 | 145 |
| New England | - 2 | -10 | 7 | 1,148 | + 1 | 0 | 5 | 1,203 | 147 | 144 | 136 |
| Middle Atlantic | + 3 | 0 | 33 | 8,292 | -17 | -14 | 17 | 2,837 | 123 | 139 | 133 |
| East North Central | - 5 | 0 | 35 | 7,408 | - 8 | + 1 | 19 | 4,566 | 178 | 182 | 171 |
| West North Central | + 2 | - 6 | 26 | 5,400 | -12 | + 2 | 19 | 3,402 | 128 | 167 | 143 |
| South Atlantic | - 5 | + 2 | 9 | 1,362 | - 9 | + 7 | 5 | 829 | 138 | 154 | 123 |
| Pacific | - 3 | - 3 | 5 | 2,044 | 0 | - 2 | 5 | 2,635 | 129 | 125 | 128 |
| Retailer-cooperative warehouses | +14 | +11 | 20 | 9,341 | + 2 | - 2 | 12 | 6,029 | 130 | 134 | 155 |
| Specialty lines wholesalers | - 4 | 0 | 88 | 13,645 | - 3 | - 2 | 46 | 12,102 | 136 | 136 | 132 |
| New England | -13 | -10 | 7 | 284 | + 9 | - 6 | 4 | 149 | 69 | 53 | 70 |
| Middle Atlantic | -16 | + 2 | 18 | 3,118 | -14 | -10 | 9 | 1,857 | 120 | 120 | 124 |
| East North Central | +12 | - 2 | 12 | 640 | -12 | + 8 | 5 | 160 | 73 | 97 | 65 |
| South Atlantic | + 1 | - 2 | 21 | 1,328 | + 3 | - 4 | 9 | 1,129 | 112 | 111 | 119 |
| East South Central | -15 | - 9 | 4 | 186 | b | b | b | b | b | b | b |
| West South Central | +26 | +27 | 5 | 403 | b | b | b | b | b | b | b |
| Pacific | + 2 | 0 | 17 | 6,783 | - 1 | - 1 | 11 | 7,835 | 162 | 166 | 153 |
| Leather and shoe findings | -12 | 0 | 29 | 392 | - 1 | + 4 | 12 | 931 | 468 | 390 | 514 |
| Meats and meat products | -15 | - 8 | 50 | 36,421 | -16 | + 8 | 31 | 7,282 | 60 | 63 | 47 |
| Middle Atlantic | - 7 | - 8 | 8 | 2,278 | -20 | + 2 | 7 | 802 | 39 | 48 | 36 |
| East North Central | -18 | -24 | 12 | 7,719 | -13 | +10 | 10 | 4,197 | 82 | 75 | 63 |
| South Atlantic | -20 | -24 | 5 | 1,072 | -18 | 0 | 4 | 485 | 45 | 44 | 34 |
| East South Central | -10 | -19 | 4 | 1,192 | b | b | b | b | b | b | b |
| Pacific | - 2 | - 7 | 5 | 3,463 | -14 | +16 | 4 | 566 | 29 | 38 | 25 |
| Paper and its products | -10 | - 5 | 52 | 6,657 | +17 | + 1 | 24 | 4,401 | 150 | 116 | 125 |
| Middle Atlantic | -14 | - 4 | 15 | 1,624 | b | b | b | b | b | b | b |
| East North Central | - 8 | + 2 | 16 | 3,440 | b | b | b | b | b | b | b |
| West North Central | -14 | -19 | 4 | 147 | b | b | b | b | b | b | b |
| South Atlantic | -14 | + 1 | 7 | 555 | b | b | b | b | b | b | b |
| Petroleum | -11 | -16 | 27 | 1,028 | + 7 | - 8 | 25 | 595 | 62 | 52 | 56 |
| Shoes and other footwear | -12 | + 9 | 25 | 22,781 | +35 | 0 | 17 | 12,961 | 113 | 73 | 181 |
| Tobacco products | - 7 | -23 | 244 | 26,603 | + 4 | +10 | 131 | 11,683 | 75 | 65 | 53 |
| New England | - 3 | -30 | 18 | 1,919 | b | b | b | b | b | b | b |
| Middle Atlantic | -13 | -28 | 53 | 9,260 | + 5 | +15 | 37 | 6,577 | 86 | 70 | 55 |
| East North Central | - 3 | -24 | 48 | 4,941 | + 2 | +11 | 21 | 1,565 | 63 | 61 | 44 |
| West North Central | - 5 | -19 | 35 | 2,943 | +14 | + 2 | 15 | 719 | 90 | 65 | 65 |
| South Atlantic | - 7 | -12 | 19 | 1,938 | +11 | + 3 | 14 | 1,021 | 60 | 50 | 51 |
| East South Central | + 1 | + 5 | 5 | 542 | b | b | b | b | b | b | b |
| West South Central | 0 | -10 | 25 | 1,443 | b | b | b | b | b | b | b |
| Mountain | + 4 | -19 | 19 | 1,075 | +13 | +15 | 14 | 474 | 75 | 74 | 70 |
| Pacific | - 3 | -24 | 22 | 2,542 | b | b | b | b | b | b | b |
| Miscellaneous | - 3 | - 7 | 12 | 2,561 | +13 | - 2 | 7 | 2,345 | 264 | 220 | 265 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.
b Insufficient data to show separately.
c Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE

REPORT

DEPARTMENT OF COMMERCE
*Charles Sawyer, Secretary*
BUREAU OF THE CENSUS
*J. C. Capt, Director*

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APR 8 1949
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FOR RELEASE
APRIL 4, 1949

## SALES AND INVENTORIES

## UNITED STATES SUMMARY - GEOGRAPHIC DIVISIONS

## FEBRUARY 1949

Data contained in this release are compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 2,996 wholesale houses in various lines of trade.

### SALES

Wholesale dollar sales volume for the total reporting panel during the month of February is approximately the same as recorded in the previous month. Compared with February 1948, however, a drop in sales level of 3 percent is indicated. By kinds of business, seasonal advances are noted in clothing and furnishings, farm supplies, jewelry, furniture and house furnishings, electrical group, and shoes and other footwear; while most of the remaining kinds of business, when compared with January 1949, experienced decreases ranging from 2 percent to 14 percent.

On a cumulative basis, the first two months of 1949 dropped 6 percent below the corresponding period a year ago. With but few exceptions, all trades covered by this report registered lower dollar volume sales levels compared with a similar period in 1948.

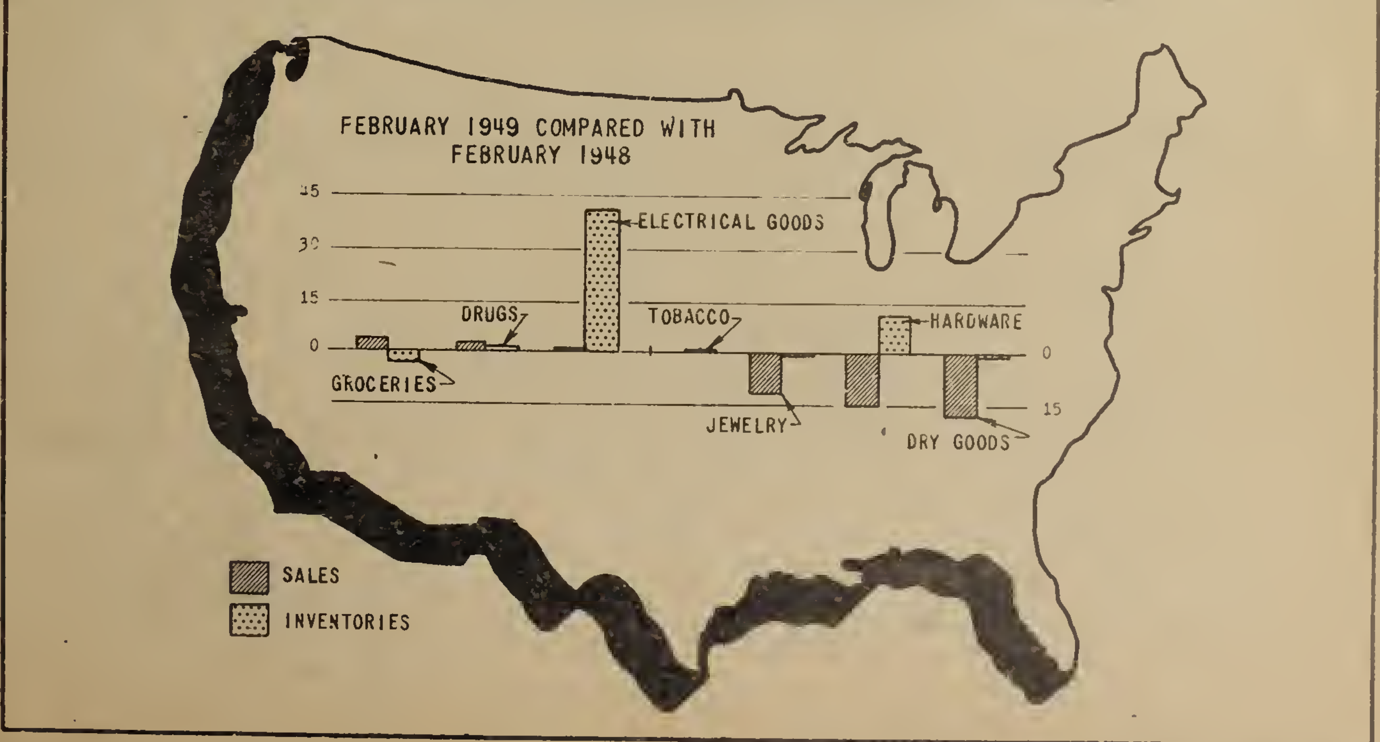
### INVENTORIES

February inventories, valued at cost, gained 3 percent over the previous month and 14 percent over February 1948, according to reports submitted by 1,962 firms reporting inventory in conjunction with sales. Expressed in terms of stock-sales ratios, the 187 reported for February is an increase of 3 points above the January ratio and a 28-point increase over February a year ago.

### RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, February sales of independent retail stores recorded a decrease of 5 percent below the previous month and a 2 percent drop below February 1948. Cumulative sales for the first two months of 1949 registered a 3 percent drop below the corresponding period a year ago.

TRENDS IN SALES AND INVENTORIES—SEVEN TRADES



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

### FEBRUARY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1949 sample | | Percent change | | February 1949 sample | | | | |
| | Feb. 1949 from Feb. 1948 | Feb. 1949 from Jan. 1949 | 2 mos. 1949 from 2 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | Feb. 1949 from Feb. 1948 | Feb. 1949 from Jan. 1949 | No. of firms reporting | Reported dollar values (add 000) | Feb. 1949 | Feb. 1948 | Jan. 1949 |
| United States total | - 3 | 0 | - 6 | 2,996 | $454,553 | +14 | + 3 | 1,962 | $ 609,224 | 187 | 159 | 184 |
| New England | - 7 | - 2 | - 6 | 194 | 19,713 | +20 | + 7 | 127 | 27,622 | 198 | 153 | 181 |
| Middle Atlantic | - 3 | - 1 | - 4 | 600 | 84,320 | +17 | + 3 | 357 | 78,938 | 155 | 133 | 153 |
| East North Central | - 2 | - 2 | - 4 | 580 | 88,782 | +15 | + 4 | 371 | 116,512 | 178 | 148 | 169 |
| West North Central | - 2 | + 5 | - 6 | 336 | 62,932 | +14 | + 4 | 256 | 102,954 | 206 | 178 | 207 |
| South Atlantic | + 1 | - 2 | - 4 | 386 | 45,412 | +19 | + 3 | 254 | 60,413 | 174 | 150 | 169 |
| East South Central | - 5 | - 5 | - 8 | 161 | 17,897 | +10 | + 5 | 99 | 23,991 | 193 | 169 | 180 |
| West South Central | + 4 | + 1 | 0 | 260 | 37,026 | +18 | + 3 | 174 | 51,358 | 193 | 169 | 186 |
| Mountain | - 5 | + 3 | - 7 | 123 | 13,709 | + 5 | + 8 | 82 | 19,032 | 176 | 161 | 171 |
| Pacific | - 8 | - 5 | - 7 | 331 | 52,061 | +12 | + 1 | 218 | 87,896 | 232 | 189 | 222 |
| Automotive supplies | -11 | 0 | -10 | 204 | 8,710 | +11 | + 6 | 134 | 15,245 | 298 | 247 | 281 |
| Middle Atlantic | -10 | -17 | - 9 | 36 | 741 | +14 | +64 | 29 | 1,559 | 307 | 238 | 153 |
| East North Central | -18 | + 1 | -16 | 43 | 1,889 | +16 | - 1 | 30 | 3,551 | 246 | 182 | 258 |
| West North Central | - 2 | +11 | - 4 | 32 | 2,613 | +12 | + 5 | 27 | 5,036 | 300 | 273 | 317 |
| South Atlantic | - 8 | -12 | -11 | 15 | 665 | +11 | + 2 | 11 | 1,220 | 295 | 253 | 242 |
| West South Central | -18 | - 5 | -17 | 8 | 327 | +15 | + 8 | 5 | 1,063 | 373 | 261 | 328 |
| Mountain | - 3 | + 8 | - 5 | 16 | 776 | +13 | 0 | 5 | 461 | 290 | 254 | 331 |
| Pacific | -20 | - 2 | -17 | 45 | 1,383 | - 4 | - 1 | 22 | 1,713 | 451 | 369 | 431 |
| Electrical group, total | + 1 | +10 | - 2 | 582 | 100,847 | +40 | + 7 | 505 | 185,883 | 194 | 139 | 202 |
| Full-line wholesalers | + 1 | +11 | - 2 | 390 | 85,838 | +43 | + 7 | 378 | 166,454 | 197 | 140 | 205 |
| New England | + 5 | + 4 | + 3 | 30 | 4,128 | +49 | + 9 | 30 | 10,603 | 257 | 181 | 246 |
| Middle Atlantic | +17 | +19 | +10 | 53 | 13,120 | +43 | + 7 | 52 | 22,491 | 174 | 142 | 194 |
| East North Central | - 1 | + 9 | - 3 | 74 | 21,148 | +44 | + 8 | 70 | 37,642 | 184 | 127 | 186 |
| West North Central | - 6 | +10 | - 8 | 41 | 9,550 | +54 | + 7 | 40 | 18,224 | 191 | 117 | 196 |
| South Atlantic | + 5 | +11 | - 1 | 61 | 11,583 | +51 | + 8 | 58 | 22,146 | 199 | 140 | 207 |
| East South Central | - 3 | +16 | - 7 | 23 | 3,772 | +51 | + 8 | 22 | 6,905 | 188 | 120 | 202 |
| West South Central | +13 | +17 | + 9 | 43 | 8,361 | +61 | + 7 | 43 | 15,350 | 184 | 128 | 200 |
| Mountain | - 4 | +12 | - 8 | 18 | 2,791 | +14 | + 7 | 17 | 5,508 | 200 | 169 | 212 |
| Pacific | -11 | + 4 | -11 | 47 | 11,385 | +26 | + 4 | 46 | 27,585 | 243 | 171 | 244 |
| Wiring supplies, construction materials distributors | - 5 | - 2 | - 5 | 111 | 5,819 | +15 | + 3 | 68 | 6,324 | 147 | 122 | 146 |
| New England | + 1 | -15 | + 9 | 13 | 460 | + 5 | - 5 | 5 | 251 | 193 | 197 | 155 |
| Middle Atlantic | + 2 | - 5 | + 4 | 26 | 949 | + 9 | + 1 | 16 | 1,135 | 162 | 154 | 164 |
| East North Central | - 6 | 0 | -11 | 24 | 1,188 | +25 | + 5 | 14 | 1,447 | 169 | 138 | 174 |
| West North Central | +16 | +13 | + 6 | 7 | 618 | c | c | c | c | c | c | c |
| South Atlantic | -13 | - 5 | -10 | 18 | 1,569 | +19 | 0 | 15 | 1,665 | 115 | 83 | 110 |
| West South Central | + 6 | +20 | - 3 | 8 | 510 | +21 | +24 | 5 | 687 | 158 | 152 | 164 |
| Appliances and specialties wholesalers | - 1 | +13 | - 4 | 81 | 9,190 | +25 | + 5 | 59 | 13,105 | 181 | 138 | 193 |
| New England | -16 | + 9 | -17 | 7 | 656 | c | c | c | c | c | c | c |
| Middle Atlantic | +26 | +40 | +18 | 17 | 2,289 | - 7 | -10 | 8 | 1,844 | 132 | 151 | 222 |
| East North Central | + 3 | +13 | 0 | 14 | 1,647 | +19 | +13 | 9 | 1,397 | 123 | 109 | 130 |
| West North Central | + 4 | -10 | - 3 | 9 | 891 | +24 | + 1 | 7 | 1,199 | 150 | 125 | 135 |
| South Atlantic | + 7 | +31 | - 2 | 14 | 1,738 | c | c | c | c | c | c | c |
| Pacific | -24 | - 1 | -25 | 9 | 703 | +19 | +14 | 9 | 1,641 | 233 | 148 | 204 |
| Furniture and house furnishings | - 1 | +18 | -13 | 39 | 5,821 | +89 | + 3 | 22 | 6,636 | 181 | 95 | 204 |
| Middle Atlantic | +14 | +10 | +11 | 11 | 2,343 | c | c | c | c | c | c | c |
| East North Central | + 1 | +33 | - 8 | 4 | 847 | c | c | c | c | c | c | c |
| South Atlantic | - 5 | +42 | - 2 | 5 | 758 | c | c | c | c | c | c | c |
| West South Central | -10 | +10 | -13 | 4 | 495 | c | c | c | c | c | c | c |
| Pacific | -33 | - 1 | -33 | 8 | 271 | c | c | c | c | c | c | c |
| Hardware | -15 | - 3 | -13 | 117 | 32,664 | +12 | + 6 | 88 | 85,372 | 310 | 237 | 294 |
| Middle Atlantic | - 2 | +11 | - 6 | 25 | 5,416 | +18 | + 4 | 18 | 9,477 | 213 | 182 | 242 |
| East North Central | -25 | - 5 | -18 | 14 | 5,489 | + 5 | + 4 | 14 | 16,672 | 304 | 216 | 277 |
| West North Central | -16 | + 4 | -15 | 16 | 7,419 | +12 | + 9 | 16 | 23,477 | 316 | 236 | 304 |
| South Atlantic | - 1 | -12 | - 3 | 19 | 3,179 | +30 | + 2 | 12 | 6,248 | 289 | 227 | 252 |
| East South Central | -15 | -20 | -10 | 11 | 2,633 | +14 | + 2 | 4 | 2,439 | 243 | 205 | 194 |
| West South Central | - 9 | - 6 | -14 | 13 | 2,605 | +11 | + 2 | 8 | 6,379 | 310 | 253 | 287 |
| Pacific | -21 | - 5 | -17 | 13 | 5,172 | + 9 | + 6 | 11 | 18,174 | 409 | 297 | 376 |
| Industrial supplies | - 1 | + 6 | - 1 | 70 | 9,919 | + 5 | - 7 | 37 | 7,979 | 223 | 199 | 227 |
| New England | - 8 | - 7 | - 8 | 8 | 466 | c | c | c | c | c | c | c |
| Middle Atlantic | -14 | - 9 | - 8 | 18 | 1,655 | + 6 | - 1 | 9 | 1,880 | 207 | 158 | 185 |
| East North Central | -12 | -15 | - 4 | 11 | 875 | +18 | + 2 | 6 | 600 | 357 | 241 | 254 |
| West North Central | -25 | + 7 | -21 | 8 | 521 | c | c | c | c | c | c | c |
| South Atlantic | +13 | - 7 | - 1 | 8 | 683 | +18 | + 4 | 6 | 1,356 | 220 | 214 | 197 |
| West South Central | +17 | +29 | +22 | 5 | 3,272 | c | c | c | c | c | c | c |
| Pacific | - 2 | +14 | -11 | 8 | 1,876 | + 3 | - 5 | 4 | 648 | 220 | 212 | 300 |

(Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1949 sample | | Percent change | | February 1949 sample | | | | |
| | Feb. 1949 from Feb. 1948 | Feb. 1949 from Jan. 1949 | 2 mos. 1949 from 2 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | Feb. 1949 from Feb. 1948 | Feb. 1949 from Jan. 1949 | No. of firms reporting | Reported dollar values (add 000). | Feb. 1949 | Feb. 1948 | Jan. 1949 |
| Jewelry | -11 | +23 | -10 | 137 | $4,575 | - 1 | + 2 | 63 | $9,757 | 334 | 296 | 429 |
| Middle Atlantic | -23 | - 2 | -20 | 36 | 765 | c | c | c | c | c | c | c |
| East North Central | - 8 | +35 | -15 | 41 | 1,421 | c | c | c | c | c | c | c |
| West North Central | 0 | +38 | + 3 | 17 | 816 | c | c | c | c | c | c | c |
| Pacific | -16 | +20 | -10 | 26 | 1,022 | c | c | c | c | c | c | c |
| Lumber and building materials | -11 | - 9 | -11 | 53 | 6,993 | +37 | + 6 | 26 | 5,758 | 162 | 106 | 141 |
| Middle Atlantic | +19 | -13 | +16 | 12 | 1,691 | c | c | c | c | c | c | c |
| East North Central | -23 | -16 | -22 | 13 | 839 | +44 | - 1 | 7 | 1,084 | 205 | 127 | 187 |
| South Atlantic | + 4 | -12 | - 4 | 7 | 750 | c | c | c | c | c | c | c |
| Mountain | -37 | - 6 | -35 | 4 | 923 | c | c | c | c | c | c | c |
| Pacific | -31 | - 9 | -26 | 9 | 1,277 | +13 | - 2 | 7 | 1,510 | 168 | 111 | 178 |
| Machinery equipment, supplies (except electrical) | -14 | - 5 | - 9 | 48 | 5,095 | +12 | + 2 | 32 | 9,132 | 217 | 171 | 204 |
| New England | -18 | -19 | -21 | 4 | 194 | c | c | c | c | c | c | c |
| Middle Atlantic | -13 | -10 | - 9 | 6 | 613 | c | c | c | c | c | c | c |
| East North Central | -19 | -14 | -11 | 12 | 706 | + 4 | + 4 | 8 | 1,044 | 215 | 149 | 176 |
| South Atlantic | -12 | -13 | - 6 | 6 | 245 | c | c | c | c | c | c | c |
| West South Central | - 8 | -11 | - 2 | 6 | 1,697 | +15 | - 1 | 5 | 3,738 | 229 | 191 | 208 |
| Metals | - 6 | -12 | 0 | 21 | 3,792 | +28 | 0 | 14 | 6,766 | 212 | 158 | 183 |
| Optical goods | +21 | +14 | +15 | 7 | 235 | c | c | c | c | c | c | c |
| Paints and varnishes | - 3 | - 3 | + 1 | 21 | 934 | + 2 | -10 | 11 | 1,071 | 166 | 154 | 169 |
| Middle Atlantic | - 7 | +41 | - 8 | 4 | 62 | c | c | c | c | c | c | c |
| East North Central | -10 | - 7 | -10 | 5 | 297 | c | c | c | c | c | c | c |
| Plumbing and heating supplies | - 8 | - 8 | - 8 | 62 | 4,556 | +29 | + 5 | 36 | 5,931 | 230 | 160 | 197 |
| New England | - 5 | -27 | + 4 | 7 | 234 | c | c | c | c | c | c | c |
| Middle Atlantic | - 8 | - 5 | -10 | 18 | 1,164 | +33 | + 2 | 8 | 1,064 | 215 | 153 | 183 |
| East North Central | - 2 | - 5 | - 2 | 13 | 845 | +25 | + 7 | 11 | 1,643 | 224 | 173 | 203 |
| West North Central | -11 | -15 | -11 | 10 | 815 | +34 | + 7 | 8 | 1,819 | 241 | 157 | 193 |
| Pacific | 0 | - 1 | 0 | 4 | 821 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | -14 | -10 | -15 | 20 | 494 | - 1 | - 1 | 15 | 1,397 | 415 | 366 | 390 |
| Surgical, medical, equipment, supplies. | + 6 | - 2 | 0 | 25 | 3,004 | +18 | - 2 | 17 | 2,682 | 116 | 106 | 117 |
| Beer | +14 | + 3 | + 9 | 41 | 1,774 | -14 | 0 | 30 | 539 | 38 | 52 | 38 |
| Middle Atlantic | +18 | + 5 | + 5 | 9 | 286 | -18 | + 4 | 7 | 80 | 28 | 41 | 29 |
| East North Central | - 3 | + 3 | - 5 | 10 | 374 | -19 | -17 | 7 | 93 | 43 | 52 | 53 |
| South Atlantic | + 5 | -12 | + 2 | 4 | 110 | c | c | c | c | c | c | c |
| East South Central | + 2 | -25 | + 6 | 4 | 50 | c | c | c | c | c | c | c |
| Pacific | + 7 | +24 | - 4 | 5 | 204 | c | c | c | c | c | c | c |
| Chemicals, industrial | -22 | -14 | -20 | 14 | 959 | +12 | -10 | 10 | 1,078 | 154 | 101 | 144 |
| Clothing and furnishings (except shoes) | -12 | +44 | -11 | 23 | 1,983 | - 6 | - 3 | 12 | 1,205 | 175 | 198 | 223 |
| Coal | - 2 | - 2 | - 6 | 10 | 6,659 | c | c | c | c | c | c | c |
| Confectionery | - 2 | - 5 | - 1 | 51 | 1,974 | -11 | - 3 | 22 | 1,131 | 103 | 114 | 101 |
| Middle Atlantic | - 5 | - 3 | - 5 | 10 | 561 | c | c | c | c | c | c | c |
| East North Central | - 5 | - 2 | - 5 | 8 | 295 | c | c | c | c | c | c | c |
| South Atlantic | - 2 | - 5 | - 3 | 12 | 239 | c | c | c | c | c | c | c |
| East South Central | - 7 | -17 | 0 | 7 | 205 | c | c | c | c | c | c | c |
| Dairy and poultry products | - 6 | - 5 | -13 | 26 | 4,449 | -24 | + 4 | 14 | 369 | 28 | 32 | 24 |
| Drugs and sundries (liquor excluded) | + 3 | -10 | + 2 | 163 | 36,901 | + 2 | + 2 | 119 | 52,836 | 192 | 194 | 169 |
| New England | + 2 | -11 | + 2 | 13 | 2,027 | + 2 | 0 | 9 | 2,953 | 200 | 199 | 179 |
| Middle Atlantic | - 1 | - 9 | - 1 | 19 | 6,213 | + 4 | + 2 | 11 | 5,412 | 180 | 174 | 162 |
| East North Central | + 7 | - 7 | + 5 | 26 | 7,074 | + 7 | + 2 | 17 | 8,232 | 174 | 173 | 159 |
| West North Central | + 4 | - 6 | + 2 | 19 | 4,665 | + 3 | + 3 | 17 | 7,552 | 185 | 189 | 170 |
| South Atlantic | + 4 | -14 | + 5 | 26 | 4,466 | - 6 | - 1 | 20 | 6,827 | 207 | 226 | 181 |
| East South Central | + 3 | - 9 | + 1 | 17 | 3,031 | - 2 | + 3 | 11 | 4,339 | 195 | 205 | 171 |
| West South Central | + 2 | -12 | + 5 | 19 | 4,030 | + 6 | + 5 | 15 | 7,670 | 219 | 213 | 180 |
| Mountain | + 4 | - 8 | 0 | 8 | 1,418 | + 9 | + 8 | 6 | 2,693 | 198 | 188 | 170 |
| Pacific | + 1 | -13 | - 3 | 16 | 3,977 | - 1 | + 1 | 13 | 7,158 | 184 | 187 | 158 |
| Dry goods | -17 | + 1 | -21 | 164 | 35,707 | - 1 | 0 | 113 | 74,448 | 248 | 208 | 260 |
| New England | -22 | +17 | -14 | 7 | 499 | + 1 | + 8 | 7 | 827 | 166 | 128 | 180 |
| Middle Atlantic | -24 | -14 | -20 | 46 | 5,394 | +16 | + 6 | 25 | 7,340 | 221 | 157 | 186 |
| East North Central | -23 | - 4 | -27 | 13 | 1,803 | + 6 | + 2 | 12 | 3,385 | 226 | 163 | 214 |
| West North Central | -12 | +19 | -23 | 11 | 5,812 | + 3 | +13 | 8 | 12,560 | 235 | 200 | 254 |
| South Atlantic | - 4 | +13 | -16 | 20 | 2,356 | - 6 | + 2 | 15 | 5,172 | 236 | 242 | 263 |
| East South Central | -12 | + 1 | -17 | 18 | 1,679 | -14 | +10 | 10 | 2,575 | 217 | 219 | 201 |
| West South Central | - 5 | -15 | -10 | 13 | 1,433 | -18 | + 3 | 10 | 2,647 | 219 | 263 | [illegible] |
| Mountain | -21 | +24 | -23 | 6 | 619 | -10 | +11 | 4 | 797 | 155 | 138 | 183 |
| Pacific | - 7 | -12 | - 5 | 18 | 3,742 | +36 | + 3 | 10 | 7,333 | 390 | 251 | 383 |

(Continued on next page)

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# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1949 sample | | Percent change | | February 1949 sample | | | | |
| | Feb. 1949 from Feb. 1948 | Feb. 1949 from Jan. 1949 | 2 mos. 1949 from 2 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | Feb. 1949 from Feb. 1948 | Feb. 1949 from Jan. 1949 | No. of firms reporting | Reported dollar values (add 000) | Feb. 1949 | Feb. 1948 | Jan. 1949 |
| Farm supplies | - 2 | +34 | -10 | 17 | $4,890 | + 6 | -14 | 9 | $750 | 95 | 94 | 119 |
| Fresh fruits and vegetables | - 5 | -10 | - 6 | 65 | 3,771 | +14 | +10 | 38 | 917 | 38 | 32 | 32 |
| New England | -12 | - 7 | -15 | 7 | 239 | -15 | -15 | 6 | 22 | 10 | 10 | 11 |
| Middle Atlantic | -12 | -11 | -12 | 16 | 1,056 | -21 | -14 | 10 | 123 | 20 | 25 | 23 |
| East North Central | + 4 | - 6 | - 5 | 16 | 937 | + 2 | - 2 | 9 | 262 | 44 | 44 | 44 |
| West North Central | + 3 | -10 | + 2 | 4 | 208 | c | c | c | c | c | c | c |
| South Atlantic | + 3 | + 3 | - 3 | 8 | 348 | +29 | -11 | 4 | 63 | 31 | 27 | 37 |
| East South Central | + 5 | -14 | + 6 | 6 | 319 | c | c | c | c | c | c | c |
| Pacific | -16 | - 9 | - 3 | 5 | 288 | c | c | c | c | c | c | c |
| Groceries, total | + 4 | - 7 | + 1 | 573 | 84,425 | - 4 | + 1 | 343 | 88,818 | 161 | 176 | 149 |
| Non-affiliated full-line wholesalers[d] | + 7 | - 4 | 0 | 324 | 38,505 | - 2 | + 2 | 186 | 41,937 | 160 | 174 | 151 |
| New England | - 8 | -10 | - 7 | 7 | 1,218 | - 9 | 0 | 4 | 2,115 | 208 | 215 | 185 |
| Middle Atlantic | + 3 | - 4 | + 1 | 24 | 3,189 | - 9 | + 4 | 11 | 3,151 | 136 | 156 | 127 |
| East North Central | + 8 | - 2 | + 3 | 52 | 7,820 | - 1 | + 1 | 24 | 9,988 | 170 | 177 | 171 |
| West North Central | +22 | - 4 | + 8 | 49 | 6,573 | + 1 | + 1 | 39 | 9,002 | 155 | 190 | 147 |
| South Atlantic | - 1 | -11 | - 7 | 61 | 5,358 | - 4 | + 5 | 27 | 3,735 | 157 | 168 | 133 |
| East South Central | - 4 | - 3 | -12 | 32 | 2,768 | - 8 | 0 | 20 | 2,906 | 155 | 159 | 148 |
| West South Central | + 7 | 0 | - 2 | 83 | 9,096 | + 6 | + 7 | 53 | 8,352 | 162 | 156 | 150 |
| Mountain | +10 | -10 | + 2 | 8 | 949 | -14 | + 5 | 5 | 1,230 | 171 | 257 | 151 |
| Pacific | +11 | -12 | +16 | 8 | 1,534 | c | c | c | c | c | c | c |
| Voluntary-group wholesalers | - 1 | - 7 | - 1 | 138 | 27,609 | - 9 | + 1 | 98 | 28,487 | 172 | 191 | 159 |
| New England | - 9 | - 9 | - 6 | 10 | 2,197 | - 2 | - 5 | 5 | 1,138 | 154 | 151 | 147 |
| Middle Atlantic | - 1 | - 9 | 0 | 34 | 7,886 | - 3 | - 3 | 18 | 3,438 | 160 | 167 | 149 |
| East North Central | + 3 | - 8 | - 1 | 37 | 6,870 | -12 | + 2 | 30 | 8,273 | 165 | 190 | 151 |
| West North Central | + 1 | - 2 | + 2 | 25 | 5,152 | -11 | + 4 | 23 | 9,793 | 195 | 220 | 184 |
| South Atlantic | + 7 | - 7 | + 1 | 10 | 1,399 | - 8 | + 3 | 5 | 853 | 157 | 178 | 138 |
| Pacific | -12 | - 7 | - 8 | 8 | 2,454 | - 9 | - 7 | 4 | 2,168 | 131 | 142 | 129 |
| Retailer-cooperative warehouses | + 9 | -12 | +12 | 19 | 5,711 | 0 | + 1 | 11 | 6,012 | 155 | 170 | 131 |
| Middle Atlantic | + 4 | - 8 | + 7 | 6 | 1,058 | c | c | c | c | c | c | c |
| West North Central | +22 | - 9 | +16 | 4 | 1,758 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | + 8 | -12 | + 2 | 92 | 12,600 | + 1 | - 2 | 48 | 12,382 | 149 | 156 | 137 |
| New England | -10 | - 8 | -10 | 7 | 132 | c | c | c | c | c | c | c |
| Middle Atlantic | + 5 | -14 | - 7 | 19 | 3,015 | 0 | +10 | 9 | 2,044 | 152 | 141 | 120 |
| East North Central | +10 | -12 | +11 | 12 | 562 | - 7 | + 4 | 5 | 166 | 79 | 93 | 73 |
| South Atlantic | + 4 | - 6 | + 3 | 20 | 1,194 | + 2 | - 7 | 8 | 988 | 112 | 114 | 113 |
| East South Central | + 7 | -13 | + 1 | 6 | 455 | c | c | c | c | c | c | c |
| Mountain | - 2 | - 8 | - 9 | 4 | 786 | c | c | c | c | c | c | c |
| Pacific | +13 | -12 | + 7 | 18 | 6,073 | - 1 | - 7 | 12 | 7,672 | 167 | 190 | 163 |
| Leather and shoe findings | 0 | - 5 | - 6 | 29 | 366 | - 6 | - 1 | 12 | 924 | 510 | 522 | 469 |
| Meats and meat products | + 1 | - 7 | -10 | 41 | 18,731 | -24 | - 1 | 33 | 7,285 | 63 | 87 | 59 |
| Middle Atlantic | -16 | - 7 | -13 | 10 | 3,672 | -12 | + 6 | 9 | 975 | 46 | 50 | 39 |
| East North Central | + 8 | - 8 | - 7 | 12 | 7,114 | -14 | + 1 | 10 | 4,256 | 95 | 110 | 82 |
| Pacific | + 4 | -12 | + 1 | 5 | 3,054 | - 9 | -24 | 4 | 430 | 25 | 30 | 29 |
| Paper and its products | -13 | - 8 | -12 | 58 | 6,719 | +14 | 0 | 24 | 4,412 | 164 | 126 | 151 |
| New England | - 7 | - 3 | + 1 | 4 | 226 | c | c | c | c | c | c | c |
| Middle Atlantic | -19 | -17 | -18 | 18 | 1,715 | c | c | c | c | c | c | c |
| East North Central | -13 | - 4 | -11 | 17 | 3,410 | c | c | c | c | c | c | c |
| West North Central | - 7 | + 4 | -10 | 5 | 268 | c | c | c | c | c | c | c |
| South Atlantic | -11 | -13 | -13 | 7 | 477 | c | c | c | c | c | c | c |
| Petroleum | -12 | - 9 | -12 | 27 | 939 | - 9 | - 6 | 25 | 557 | 63 | 61 | 62 |
| Shoes and other footwear | - 8 | + 9 | -10 | 24 | 24,735 | +32 | -10 | 17 | 11,637 | 87 | 62 | 113 |
| Tobacco products | 0 | - 4 | - 3 | 252 | 28,646 | + 1 | - 6 | 128 | 11,125 | 71 | 68 | 69 |
| New England | - 2 | + 3 | - 2 | 18 | 2,036 | c | c | c | c | c | c | c |
| Middle Atlantic | - 4 | - 1 | - 8 | 54 | 9,996 | + 1 | - 8 | 33 | 5,874 | 83 | 78 | 90 |
| East North Central | + 2 | -16 | 0 | 51 | 5,221 | - 4 | - 7 | 21 | 1,398 | 58 | 62 | 44 |
| West North Central | - 5 | - 2 | - 5 | 33 | 2,901 | +13 | - 2 | 16 | 902 | 82 | 61 | 90 |
| South Atlantic | + 4 | - 5 | 0 | 18 | 2,562 | + 3 | - 7 | 14 | 1,099 | 46 | 46 | 47 |
| East South Central | + 1 | -12 | + 1 | 7 | 608 | c | c | c | c | c | c | c |
| West South Central | +10 | - 2 | + 3 | 25 | 1,411 | c | c | c | c | c | c | c |
| Mountain | + 8 | 0 | + 6 | 21 | 1,180 | c | c | c | c | c | c | c |
| Pacific | + 2 | 0 | - 3 | 25 | 2,731 | c | c | c | c | c | c | c |
| Miscellaneous | - 5 | - 8 | - 4 | 12 | 2,366 | +10 | + 1 | 7 | 2,378 | 320 | 234 | 265 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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Ref

MONTHLY
# WHOLESALE TRADE
REPORT

THE LIBRARY OF THE
1949
UNIVERSITY OF ILLINOIS

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
J. C. Capt, Director

FOR RELEASE
MAY 3, 1949

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### MARCH 1949

Sales and inventory trends contained in this release are compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,047 wholesale houses in various lines of trade.

SALES

Following the usual seasonal trend, wholesale dollar sales volume for the month of March is 13 percent higher than reported during the previous month but continued below the sales level established for the comparable period in 1948.

By kinds of business, seasonal increases are noticed in practically all trades, ranging from 3 percent in automotive supplies to 34 percent each in clothing and furnishings and farm supplies. Generally speaking, all trades continue to report sales below the 1948 volume although moderate gains were established in confectionery, drugs and sundries, tobacco products, optical goods, and the grocery group.

First quarter sales for 1949 are 6 percent lower in dollar volume than for the corresponding period a year ago, reflecting the 8, 3, and 7 percent declines as reported for January, February and March, respectively.

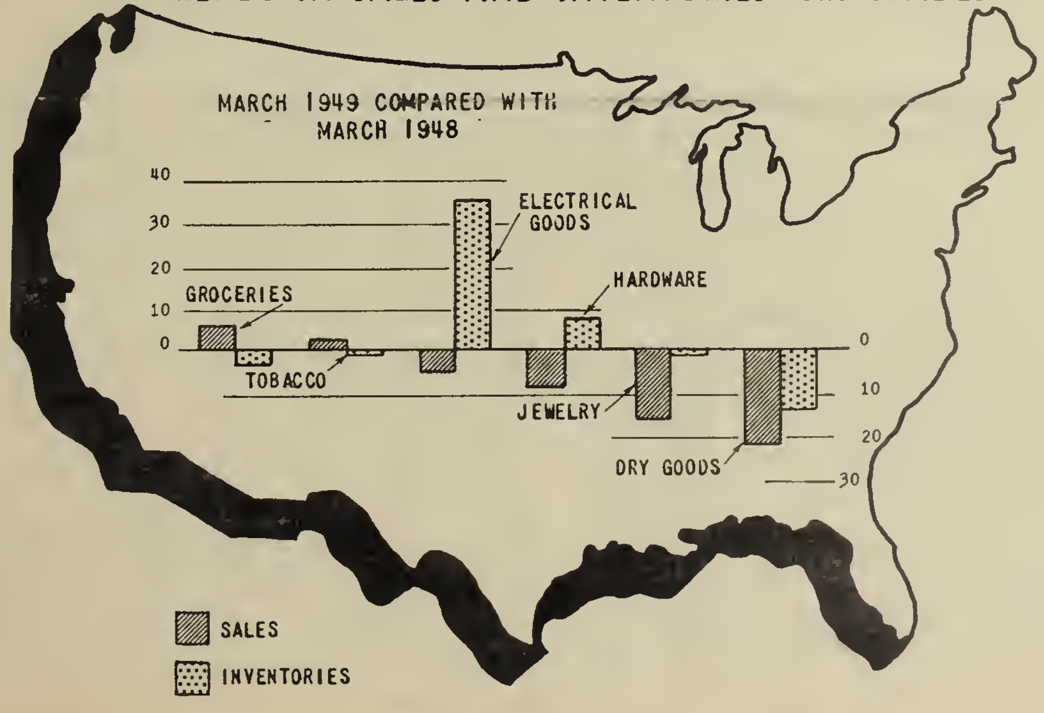
INVENTORIES

Wholesalers' inventories, valued at cost, continue to increase over those on hand a year ago (11%) although less marked than recorded for previous months. Expressed in terms of stock-sales ratios, the 165 as reported for March is a marked decline from the February ratio of 189 but represents an increase of 24 points from March a year ago.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, March sales of independent retail stores registered an increase of 22 percent above the previous month but a 5 percent drop below the sales level established in March 1948.

TRENDS IN SALES AND INVENTORIES—SIX TRADES



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## MARCH 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1949 sample | | Percent change | | March 1949 sample | | | | |
| | Mar. 1949 from Mar. 1948 | Mar. 1949 from Feb. 1949 | 3 mos. 1949 from 3 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | Mar. 1949 from Mar. 1948 | Mar. 1949 from Feb. 1949 | No. of firms reporting | Reported dollar values (add 000) | Mar. 1949 | Mar. 1948 | Feb. 1949 |
| United States | - 7 | +13 | - 6 | 3,047 | $536,323 | +11 | 0 | 2,065 | $616,756 | 165 | 141 | 189 |
| New England | -12 | +12 | - 9 | 195 | 21,250 | +15 | - 3 | 129 | 24,726 | 169 | 125 | 193 |
| Middle Atlantic | - 3 | +15 | - 4 | 604 | 88,856 | +15 | + 1 | 348 | 72,402 | 133 | 118 | 157 |
| East North Central | - 2 | +13 | - 4 | 580 | 96,088 | +16 | 0 | 373 | 109,743 | 149 | 125 | 171 |
| West North Central | + 1 | +20 | - 4 | 322 | 74,352 | +11 | - 1 | 331 | 105,124 | 177 | 159 | 212 |
| South Atlantic | - 6 | +12 | - 4 | 379 | 48,976 | +16 | 0 | 243 | 57,827 | 159 | 129 | 178 |
| East South Central | - 7 | +17 | - 8 | 156 | 20,736 | +10 | - 1 | 92 | 21,544 | 165 | 139 | 196 |
| West South Central | + 2 | +14 | + 1 | 268 | 46,492 | +15 | + 1 | 175 | 60,442 | 175 | 153 | 194 |
| Mountain | - 1 | +17 | - 5 | 132 | 19,010 | + 6 | + 4 | 92 | 21,604 | 151 | 141 | 170 |
| Pacific | -11 | +17 | - 8 | 340 | 62,358 | +14 | + 3 | 221 | 89,586 | 194 | 151 | 220 |
| Automotive supplies | -13 | + 3 | -11 | 206 | 9,118 | + 3 | 0 | 139 | 17,028 | 307 | 259 | 309 |
| Middle Atlantic | -16 | + 4 | -12 | 36 | 693 | + 6 | - 3 | 30 | 1,552 | 314 | 250 | 328 |
| East North Central | -20 | - 6 | -16 | 42 | 1,251 | +20 | + 1 | 29 | 2,614 | 300 | 195 | 264 |
| West North Central | - 6 | - 1 | - 5 | 33 | 2,627 | + 1 | - 1 | 28 | 5,117 | 303 | 292 | 302 |
| South Atlantic | -19 | + 4 | -14 | 13 | 574 | +10 | 0 | 9 | 998 | 315 | 216 | 314 |
| West South Central | -15 | +16 | -16 | 11 | 573 | c | c | c | c | c | c | c |
| Mountain | - 5 | +11 | - 5 | 15 | 881 | 0 | +30 | 7 | 918 | 247 | 231 | 213 |
| Pacific | -11 | +11 | -13 | 47 | 2,315 | - 1 | - 3 | 24 | 3,914 | 339 | 299 | 376 |
| Electrical group, total | - 5 | +13 | - 3 | 605 | 118,926 | +36 | + 3 | 519 | 195,922 | 176 | 122 | 195 |
| Full-line wholesalers | - 3 | +14 | - 3 | 401 | 100,640 | +39 | + 3 | 385 | 174,853 | 178 | 124 | 198 |
| New England | -13 | +13 | - 3 | 31 | 4,926 | +35 | 0 | 30 | 11,167 | 230 | 148 | 260 |
| Middle Atlantic | + 2 | + 9 | + 6 | 54 | 14,441 | +40 | + 3 | 51 | 23,004 | 164 | 120 | 174 |
| East North Central | - 1 | +12 | - 2 | 78 | 24,408 | +42 | + 3 | 73 | 39,307 | 167 | 117 | 184 |
| West North Central | + 2 | +18 | - 4 | 41 | 11,507 | +40 | 0 | 41 | 18,494 | 161 | 117 | 191 |
| South Atlantic | - 3 | +15 | - 2 | 61 | 13,364 | +44 | + 3 | 58 | 22,702 | 177 | 119 | 199 |
| East South Central | + 1 | +20 | - 4 | 24 | 4,780 | +40 | + 3 | 22 | 7,104 | 161 | 117 | 188 |
| West South Central | + 7 | +14 | + 8 | 43 | 10,000 | +53 | + 4 | 43 | 17,001 | 170 | 119 | 187 |
| Mountain | + 1 | +28 | - 4 | 18 | 3,582 | +18 | +12 | 17 | 6,180 | 175 | 151 | 200 |
| Pacific | -19 | +16 | -15 | 51 | 13,632 | +31 | + 6 | 50 | 29,894 | 221 | 136 | 242 |
| Wiring supplies, construction materials distributors | - 9 | + 7 | - 6 | 114 | 6,276 | + 6 | - 1 | 72 | 6,175 | 138 | 114 | 147 |
| New England | -25 | -10 | - 4 | 12 | 411 | + 4 | - 2 | 5 | 245 | 183 | 145 | 189 |
| Middle Atlantic | + 5 | +14 | + 4 | 27 | 1,165 | + 8 | 0 | 16 | 1,141 | 153 | 142 | 160 |
| East North Central | -19 | - 3 | -13 | 27 | 1,215 | - 6 | - 8 | 21 | 1,788 | 180 | 152 | 189 |
| West North Central | + 7 | - 4 | + 5 | 6 | 576 | c | c | c | c | c | c | c |
| South Atlantic | - 9 | +17 | -10 | 15 | 1,689 | +17 | + 2 | 12 | 1,527 | 95 | 73 | 109 |
| West South Central | - 5 | +17 | - 3 | 10 | 665 | c | c | c | c | c | c | c |
| Pacific | -20 | + 2 | -21 | 9 | 219 | - 2 | - 3 | 7 | 443 | 250 | 195 | 270 |
| Appliances and specialties wholesalers | -11 | + 8 | - 7 | 90 | 12,010 | +23 | - 1 | 62 | 14,894 | 178 | 113 | 189 |
| New England | -14 | +38 | -15 | 6 | 751 | c | c | c | c | c | c | c |
| Middle Atlantic | + 9 | +10 | + 9 | 22 | 4,600 | +16 | 0 | 10 | 3,505 | 166 | 117 | 180 |
| East North Central | -12 | - 7 | - 4 | 14 | 1,445 | + 8 | - 5 | 9 | 1,329 | 137 | 102 | 123 |
| West North Central | - 5 | - 1 | - 3 | 10 | 768 | +25 | - 6 | 8 | 1,124 | 167 | 125 | 175 |
| South Atlantic | -23 | - 5 | - 8 | 14 | 1,653 | +42 | 0 | 13 | 2,884 | 206 | 109 | 192 |
| Mountain | -24 | +12 | -27 | 8 | 911 | +36 | + 5 | 7 | 1,641 | 201 | 114 | 209 |
| Pacific | -27 | +16 | -25 | 9 | 797 | +23 | -12 | 6 | 1,130 | 166 | 90 | 200 |
| Furniture and house furnishings | - 3 | +21 | -12 | 41 | 8,955 | c | c | c | c | c | c | c |
| Hardware | - 8 | +26 | -11 | 125 | 45,133 | + 8 | 0 | 88 | 83,403 | 247 | 210 | 313 |
| Middle Atlantic | - 3 | +19 | - 6 | 23 | 5,260 | + 3 | - 1 | 16 | 7,325 | 215 | 215 | 242 |
| East North Central | -12 | +24 | -16 | 15 | 6,550 | +12 | +10 | 14 | 15,764 | 256 | 198 | 286 |
| West North Central | - 6 | +34 | -12 | 17 | 11,696 | + 7 | - 2 | 17 | 27,462 | 235 | 206 | 321 |
| South Atlantic | - 1 | +18 | - 2 | 20 | 3,996 | +21 | - 4 | 13 | 6,315 | 222 | 187 | 281 |
| East South Central | - 6 | +36 | - 9 | 11 | 3,922 | c | c | c | c | c | c | c |
| West South Central | - 9 | +18 | -10 | 16 | 4,970 | + 7 | - 4 | 9 | 7,358 | 258 | 226 | 318 |
| Pacific | -16 | +28 | -16 | 13 | 6,284 | + 2 | - 2 | 10 | 13,920 | 303 | 256 | 418 |
| Industrial supplies | - 6 | + 8 | - 3 | 68 | 11,302 | +26 | + 1 | 44 | 19,580 | 255 | 184 | 257 |
| New England | -13 | +12 | -10 | 8 | 602 | c | c | c | c | c | c | c |
| Middle Atlantic | -14 | +13 | -10 | 17 | 1,713 | + 4 | - 2 | 8 | 1,735 | 195 | 151 | 229 |
| East North Central | - 8 | +35 | - 6 | 11 | 1,180 | +15 | + 1 | 7 | 679 | 235 | 173 | 315 |
| West North Central | -18 | +10 | -20 | 6 | 433 | c | c | c | c | c | c | c |
| South Atlantic | -19 | - 8 | - 8 | 8 | 629 | +12 | - 1 | 6 | 1,340 | 245 | 170 | 220 |
| West South Central | + 6 | + 4 | +15 | 6 | 4,114 | +18 | + 9 | 5 | 7,791 | 274 | 233 | 237 |
| Pacific | -10 | + 4 | -11 | 8 | 2,009 | o | c | c | c | c | c | c |
| Jewelry | -15 | +17 | -12 | 142 | 5,716 | - 1 | + 6 | 67 | 9,756 | 268 | 234 | 298 |
| New England | -30 | +14 | -15 | 7 | 391 | c | c | c | c | c | c | c |
| Middle Atlantic | -19 | +16 | -19 | 36 | 1,031 | c | c | c | c | c | c | c |
| East North Central | - 9 | +22 | -13 | 45 | 1,757 | c | c | c | c | c | c | c |
| West North Central | -11 | +29 | - 3 | 14 | 965 | c | c | c | c | c | c | c |
| South Atlantic | -22 | 0 | -10 | 5 | 206 | c | c | c | c | c | c | c |
| Pacific | -14 | + 8 | -13 | 29 | 1,228 | c | c | c | c | c | c | c |

(Continued on next page)

43121

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION MARCH 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1949 sample | | Percent change | | March 1949 sample | | | | |
| | Mar. 1949 from Mar. 1948 | Mar. 1949 from Feb. 1949 | 3 mos. 1949 from 3 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | Mar. 1949 from Mar. 1948 | Mar. 1949 from Feb. 1949 | No. of firms reporting | Reported dollar values (add 000) | Mar. 1949 | Mar. 1948 | Feb. 1949 |
| Lumber and building materials.......... | - 5 | +27 | - 9 | 60 | $9,905 | +31 | + 2 | 30 | $7,191 | 133 | 99 | 179 |
| Middle Atlantic.................... | +14 | +45 | +15 | 14 | 2,535 | c | c | c | c | c | c | c |
| East North Central................. | -17 | +24 | -20 | 13 | 1,066 | c | c | c | c | c | c | c |
| West North Central................. | +24 | +23 | +18 | 6 | 1,702 | c | c | c | c | c | c | c |
| South Atlantic..................... | -16 | +17 | -11 | 8 | 1,190 | c | c | c | c | c | c | c |
| East South Central................. | -17 | + 7 | -20 | 4 | 652 | c | c | c | c | c | c | c |
| Mountain........................... | -16 | +34 | -28 | 4 | 1,510 | c | c | c | c | c | c | c |
| Pacific............................ | -18 | +13 | -24 | 8 | 1,085 | c | c | c | c | c | c | c |
| Machinery equipment, supplies (except electrical).................... | - 4 | +18 | - 8 | 51 | 6,237 | +10 | + 1 | 37 | 10,117 | 185 | 169 | 221 |
| New England........................ | -13 | +35 | -19 | 7 | 477 | +17 | - 1 | 6 | 936 | 271 | 194 | 340 |
| Middle Atlantic.................... | -10 | +10 | - 9 | 7 | 721 | c | c | c | c | c | c | c |
| East North Central................. | -16 | + 9 | -13 | 10 | 612 | - 2 | - 2 | 8 | 1,027 | 179 | 157 | 215 |
| South Atlantic..................... | -15 | +13 | - 9 | 6 | 278 | - 9 | + 2 | 4 | 247 | 187 | 201 | 213 |
| Pacific............................ | -30 | + 7 | -34 | 9 | 634 | +19 | - 4 | 5 | 1,380 | 419 | 271 | 504 |
| Metals................................ | - 8 | +11 | - 2 | 26 | 5,616 | +34 | + 7 | 17 | 8,554 | 171 | 122 | 181 |
| Optical goods......................... | + 5 | + 8 | +12 | 11 | 288 | +19 | - 6 | 5 | 175 | 158 | 167 | 182 |
| Paints and varnishes.................. | -12 | +14 | - 5 | 54 | 5,007 | - 5 | - 4 | 43 | 14,963 | 333 | 312 | 386 |
| Middle Atlantic.................... | -15 | +29 | -11 | 4 | 80 | c | c | c | c | c | c | c |
| East North Central................. | -12 | +12 | - 9 | 6 | 501 | c | c | c | c | c | c | c |
| South Atlantic..................... | - 2 | +15 | + 1 | 4 | 306 | c | c | c | c | c | c | c |
| Plumbing and heating supplies.......... | -13 | + 7 | -10 | 66 | 5,283 | +16 | - 2 | 38 | 6,044 | 207 | 165 | 229 |
| New England........................ | -29 | - 3 | - 8 | 7 | 226 | c | c | c | c | c | c | c |
| Middle Atlantic.................... | -12 | +10 | -11 | 19 | 1,430 | c | c | c | c | c | c | c |
| East North Central................. | - 6 | + 8 | - 4 | 14 | 1,028 | c | c | c | c | c | c | c |
| West North Central................. | -13 | + 7 | -12 | 11 | 886 | c | c | c | c | c | c | c |
| Pacific............................ | -21 | + 2 | - 8 | 5 | 941 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial).......................... | -17 | +21 | -15 | 24 | 776 | + 2 | - 2 | 14 | 1,270 | 333 | 263 | 402 |
| Surgical, medical, equipment, supplies.. | +10 | +15 | + 3 | 29 | 3,465 | +15 | + 4 | 20 | 3,228 | 114 | 109 | 128 |
| Middle Atlantic.................... | + 5 | +15 | + 2 | 8 | 331 | c | c | c | c | c | c | c |
| East North Central................. | +14 | +17 | +10 | 7 | 2,337 | c | c | c | c | c | c | c |
| South Atlantic..................... | + 2 | + 4 | -14 | 5 | 309 | c | c | c | c | c | c | c |
| West South Central................. | + 7 | +15 | + 1 | 4 | 261 | c | o | c | c | c | c | c |
| Beer.................................. | + 9 | +20 | + 9 | 40 | 2,292 | -10 | + 4 | 29 | 527 | 31 | 39 | 36 |
| Chemicals, industrial................. | -10 | +24 | -18 | 14 | 1,161 | + 8 | + 5 | 9 | 1,070 | 133 | 107 | 157 |
| Clothing and furnishings (except shoes). | - 6 | +34 | - 9 | 22 | 3,988 | -11 | - 8 | 11 | 957 | 108 | 96 | 148 |
| Coal.................................. | -15 | -28 | - 8 | 9 | 4,417 | c | c | c | c | c | c | c |
| Confectionery......................... | + 2 | +16 | 0 | 45 | 1,632 | + 4 | +16 | 20 | 1,028 | 98 | 101 | 98 |
| Dairy and poultry products............ | -10 | +10 | -12 | 27 | 3,609 | -30 | +10 | 14 | 769 | 37 | 46 | 36 |
| Drugs and sundries (liquor excluded)[d] .. | + 2 | +14 | + 2 | 101 | 22,125 | + 1 | 0 | 57 | 20,803 | 179 | 186 | 203 |
| Dry goods............................. | -21 | +15 | -21 | 164 | 41,710 | -13 | - 3 | 116 | 73,941 | 208 | 189 | 247 |
| New England........................ | -19 | +16 | -17 | 9 | 911 | - 7 | + 1 | 8 | 996 | 131 | 109 | 154 |
| Middle Atlantic.................... | -29 | + 6 | -23 | 43 | 5,998 | - 8 | - 1 | 23 | 5,991 | 221 | 183 | 244 |
| East North Central................. | -16 | +20 | -23 | 14 | 2,289 | - 4 | + 5 | 14 | 4,658 | 203 | 178 | 232 |
| West North Central................. | -11 | +14 | -19 | 10 | 6,222 | - 8 | - 5 | 9 | 12,047 | 194 | 189 | 233 |
| South Atlantic..................... | -19 | + 2 | -18 | 22 | 2,713 | -12 | + 1 | 16 | 5,499 | 232 | 213 | 237 |
| East South Central................. | -18 | 0 | -17 | 16 | 1,554 | -23 | -10 | 8 | 1,974 | 194 | 208 | 208 |
| West South Central................. | -17 | +17 | -12 | 13 | 1,375 | -20 | - 2 | 10 | 2,418 | 224 | 230 | 259 |
| Mountain........................... | - 1 | +32 | -16 | 6 | 876 | -20 | - 4 | 5 | 997 | 131 | 160 | 177 |
| Pacific............................ | - 3 | +25 | - 4 | 19 | 4,829 | +22 | - 1 | 10 | 7,239 | 283 | 233 | 390 |
| Farm supplies......................... | - 6 | +34 | - 8 | 15 | 5,611 | -49 | -14 | 9 | 676 | 59 | 93 | 76 |
| Fresh fruits and vegetables............ | + 3 | +28 | - 2 | 72 | 5,885 | + 6 | + 7 | 43 | 1,082 | 28 | 27 | 33 |
| New England........................ | -10 | +19 | -13 | 11 | 466 | -15 | +27 | 8 | 33 | 10 | 11 | 10 |
| Middle Atlantic.................... | - 3 | +30 | - 9 | 17 | 1,505 | + 6 | +17 | 10 | 150 | 19 | 18 | 20 |
| East North Central................. | + 9 | +29 | 0 | 17 | 1,235 | + 8 | +13 | 10 | 259 | 39 | 41 | 43 |
| West North Central................. | - 3 | +19 | - 2 | 5 | 477 | +12 | - 6 | 4 | 337 | 77 | 65 | 96 |
| South Atlantic..................... | +19 | +29 | + 5 | 9 | 472 | +32 | + 9 | 5 | 70 | 23 | 27 | 28 |
| East South Central................. | +15 | +22 | + 9 | 6 | 390 | c | c | c | c | c | c | c |
| Pacific............................ | + 9 | +32 | + 3 | 5 | 1,170 | c | c | c | c | c | c | c |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# MARCH 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1949 sample | | Percent change | | March 1949 sample | | | | |
| | Mar. 1949 from Mar. 1948 | Mar. 1949 from Feb. 1949 | 3 mos. 1949 from 3 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | Mar. 1949 from Mar. 1948 | Mar. 1949 from Feb. 1949 | No. of firms reporting | Reported dollar values (add 000) | Mar. 1949 | Mar. 1948 | Feb. 1949 |
| Groceries, total | + 6 | +16 | + 3 | 573 | $103,538 | - 3 | - 1 | 339 | $90,431 | 132 | 143 | 155 |
| Non-affiliated full-line wholesalers[e] | + 6 | +16 | + 2 | 327 | 48,058 | 0 | - 3 | 182 | 42,755 | 129 | 136 | 155 |
| New England | -10 | +16 | - 8 | 6 | 856 | c | c | c | c | c | c | c |
| Middle Atlantic | +19 | +39 | + 7 | 21 | 4,327 | - 6 | - 5 | 8 | 2,742 | 86 | 116 | 137 |
| East North Central | +10 | +16 | + 5 | 51 | 8,572 | + 2 | - 3 | 25 | 9,910 | 148 | 155 | 177 |
| West North Central | +19 | +19 | +11 | 44 | 7,307 | + 1 | - 3 | 33 | 7,131 | 116 | 141 | 143 |
| South Atlantic | - 2 | +16 | - 5 | 62 | 6,492 | - 8 | - 3 | 27 | 3,772 | 129 | 140 | 154 |
| East South Central | -10 | +17 | -12 | 34 | 3,746 | - 4 | - 6 | 22 | 3,664 | 127 | 118 | 160 |
| West South Central | + 2 | + 9 | 0 | 87 | 12,348 | + 8 | - 3 | 55 | 11,429 | 135 | 124 | 150 |
| Mountain | - 1 | + 5 | + 1 | 9 | 1,174 | c | c | c | c | c | c | c |
| Pacific | +14 | +18 | +18 | 13 | 3,236 | c | c | c | c | c | c | c |
| Voluntary-group wholesalers | + 5 | +15 | + 1 | 130 | 35,093 | - 8 | + 1 | 98 | 33,599 | 143 | 163 | 162 |
| New England | + 9 | +25 | - 1 | 8 | 2,526 | - 9 | - 3 | 5 | 1,103 | 126 | 135 | 154 |
| Middle Atlantic | + 3 | +16 | + 1 | 33 | 8,991 | - 4 | - 2 | 18 | 4,572 | 154 | 166 | 180 |
| East North Central | + 4 | +14 | + 1 | 36 | 8,441 | - 7 | - 4 | 27 | 7,730 | 134 | 145 | 157 |
| West North Central | +16 | +13 | + 7 | 24 | 5,825 | - 6 | + 6 | 24 | 10,566 | 181 | 223 | 194 |
| South Atlantic | + 3 | +17 | + 2 | 9 | 1,424 | - 4 | - 2 | 5 | 840 | 129 | 142 | 157 |
| Pacific | + 2 | +14 | - 2 | 6 | 5,927 | -18 | + 2 | 5 | 5,706 | 106 | 132 | 117 |
| Retailer-cooperative warehouses | + 8 | +13 | +13 | 21 | 7,612 | - 2 | - 2 | 11 | 6,069 | 135 | 151 | 160 |
| Specialty lines wholesalers | + 5 | +23 | + 3 | 95 | 12,775 | + 2 | + 3 | 48 | 8,008 | 105 | 108 | 127 |
| Middle Atlantic | + 8 | +24 | - 2 | 23 | 3,653 | - 9 | - 7 | 10 | 1,968 | 120 | 135 | 157 |
| East North Central | +29 | +35 | +17 | 12 | 757 | - 7 | - 2 | 5 | 162 | 61 | 92 | 79 |
| South Atlantic | + 6 | +21 | + 3 | 21 | 1,533 | + 3 | -11 | 9 | 890 | 79 | 83 | 110 |
| East South Central | + 7 | +18 | + 2 | 5 | 247 | c | c | c | c | c | c | c |
| West South Central | - 5 | +20 | + 6 | 4 | 326 | c | c | c | c | c | c | c |
| Mountain | +14 | +20 | - 2 | 4 | 947 | c | c | c | c | c | c | c |
| Pacific | 0 | +23 | + 5 | 17 | 5,010 | + 9 | +19 | 11 | 3,852 | 118 | 109 | 125 |
| Leather and shoe findings | - 5 | +26 | - 6 | 31 | 492 | -11 | - 5 | 13 | 885 | 383 | 415 | 499 |
| Middle Atlantic | - 5 | +24 | +18 | 9 | 63 | c | c | c | c | c | c | c |
| East North Central | - 1 | +32 | + 2 | 5 | 66 | c | c | c | c | c | c | c |
| West North Central | 0 | +14 | -10 | 5 | 65 | c | c | c | c | c | c | c |
| Pacific | - 9 | +28 | -13 | 6 | 225 | c | c | c | c | c | c | c |
| Meats and meat products | -27 | - 2 | -16 | 51 | 39,151 | -28 | - 8 | 34 | 7,889 | 45 | 59 | 57 |
| Middle Atlantic | - 4 | +10 | -10 | 10 | 4,056 | -14 | + 8 | 9 | 1,676 | 45 | 50 | 45 |
| East North Central | - 8 | +23 | - 8 | 12 | 8,750 | -28 | -20 | 11 | 3,965 | 48 | 61 | 74 |
| South Atlantic | + 2 | +20 | 0 | 5 | 1,354 | -25 | - 5 | 4 | 411 | 30 | 42 | 38 |
| Pacific | -18 | - 2 | - 6 | 5 | 2,992 | c | c | c | c | c | c | c |
| Paper and its products | - 9 | +10 | -11 | 62 | 7,730 | + 6 | - 3 | 28 | 5,121 | 146 | 134 | 173 |
| New England | -17 | + 8 | - 6 | 4 | 245 | c | c | c | c | c | c | c |
| Middle Atlantic | - 7 | +21 | -14 | 19 | 2,109 | c | c | c | c | c | c | c |
| East North Central | -11 | + 6 | -11 | 19 | 3,733 | c | c | c | c | c | c | c |
| West North Central | - 7 | + 9 | - 9 | 5 | 291 | c | c | c | c | c | c | c |
| South Atlantic | - 6 | +15 | -10 | 7 | 548 | c | c | c | c | c | c | c |
| Petroleum | - 7 | +19 | -10 | 27 | 1,120 | - 4 | + 2 | 25 | 570 | 56 | 53 | 64 |
| Shoes and other footwear | - 3 | + 5 | - 8 | 26 | 26,313 | +22 | - 7 | 17 | 10,854 | 82 | 65 | 87 |
| Tobacco products | + 2 | +16 | - 2 | 249 | 27,616 | - 1 | 0 | 126 | 7,324 | 52 | 53 | 61 |
| New England | 0 | +16 | - 1 | 20 | 2,642 | c | c | c | c | c | c | c |
| Middle Atlantic | - 3 | +14 | - 6 | 49 | 5,807 | c | c | c | c | c | c | c |
| East North Central | + 2 | +14 | + 1 | 51 | 6,129 | c | c | c | c | c | c | c |
| West North Central | - 2 | +16 | - 3 | 34 | 3,492 | c | c | c | c | c | c | c |
| South Atlantic | +15 | +16 | + 3 | 15 | 1,696 | c | c | c | c | c | c | c |
| East South Central | +11 | +18 | + 4 | 7 | 710 | c | c | c | c | c | c | c |
| West South Central | +11 | +17 | + 6 | 28 | 2,257 | c | c | c | c | c | c | c |
| Mountain | + 6 | +12 | + 6 | 20 | 1,297 | c | c | c | c | c | c | c |
| Pacific | 0 | +19 | - 2 | 25 | 3,586 | c | c | c | c | c | c | c |
| Miscellaneous | - 9 | + 1 | - 5 | 11 | 2,206 | + 6 | - 1 | 7 | 2,361 | 291 | 220 | 320 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d To be published in the March edition of Trends in the Drug Trade.
e Not affiliated with voluntary or cooperative groups.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
*Charles Sawyer, Secretary*
BUREAU OF THE CENSUS
*J. C. Capt, Director*

FOR RELEASE
JUNE 3, 1949

## SALES AND INVENTORIES

### UNITED STATES SUMMARY—GEOGRAPHIC DIVISIONS

### APRIL 1949

Sales and inventory trends contained in this release are compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,029 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales for the month of April dropped 9 percent below those recorded in March. While this decrease follows the usual seasonal trend, it is somewhat greater than would normally be expected. Compared with April 1948, sales were 12 percent lower, the largest year-to-year decrease reported so far this year.

With but few exceptions, all trades presented in this report registered lower sales levels than those recorded for the same month a year ago and for March 1949.

Cumulative sales for the first four months of 1949 are 7 percent below the corresponding period in 1948, reflecting the 8, 3, 7, and 12 percent declines reported for January, February, March, and April, respectively.

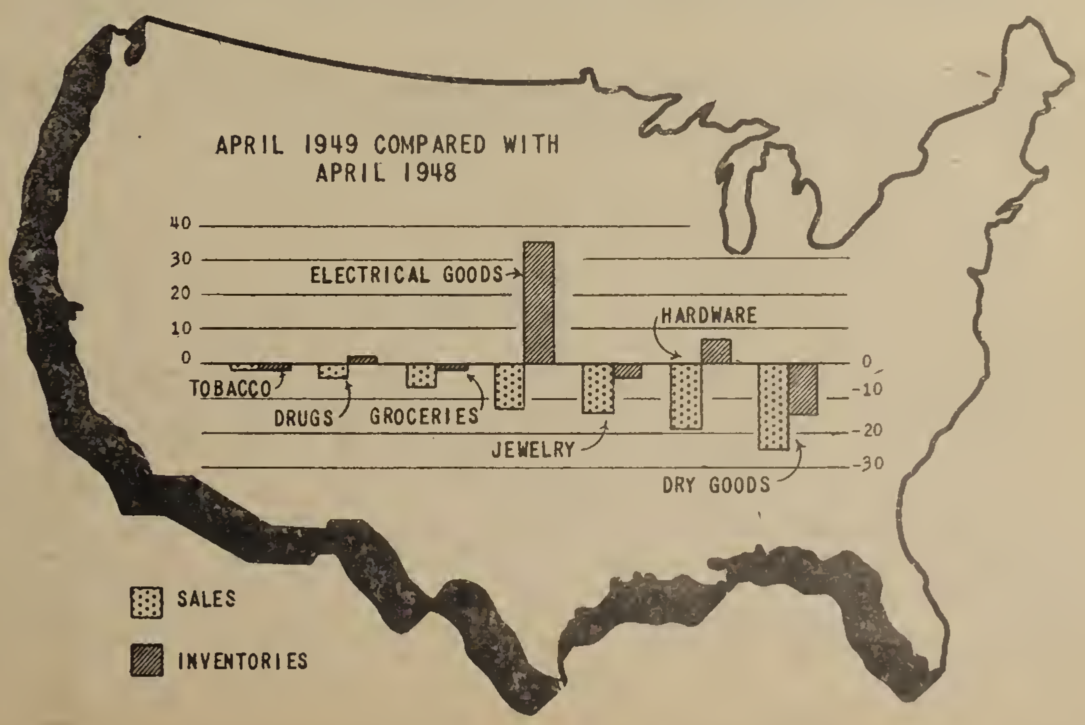
INVENTORIES

End-of-month inventories (valued at cost) are still in excess of those on hand a year ago (9%) but are 2 percent lower than those established for March 1949. Expressed in terms of stock-sales ratios, the 178 reported for April is an increase of 12 points above March and a 35-point increase over April a year ago.

RETAIL TRADE

According to the Bureau's monthly retail trade report, March sales of independent retail stores registered an increase of 5 percent above the previous month and a similar increase over April a year ago.

TRENDS IN SALES AND INVENTORIES—SEVEN TRADES



Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION APRIL 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales$^a$ ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1949 sample | | Percent change | | April 1949 sample | | | | |
| | Apr. 1949 from Apr. 1948 | Apr. 1949 from Mar. 1949 | 4 mos. 1949 from 4 mos. 1948b | No. of firms reporting | Reported dollar sales (add 000) | Apr. 1949 from Apr. 1948 | Apr. 1949 from Mar. 1949 | No. of firms reporting | Reported dollar values (add 000) | Apr. 1949 | Apr. 1948 | Mar. 1949 |
| United States | -12 | - 9 | - 7 | 3,029 | $491,361 | + 9 | - 2 | 1,781 | $574,981 | 178 | 143 | 166 |
| New England | -10 | - 3 | - 9 | 202 | 21,503 | +13 | - 1 | 119 | 25,939 | 199 | 159 | 198 |
| Middle Atlantic | - 8 | -10 | - 5 | 618 | 92,980 | +14 | - 1 | 336 | 75,120 | 152 | 121 | 133 |
| East North Central | -13 | - 7 | - 6 | 586 | 96,538 | + 7 | - 4 | 341 | 104,984 | 154 | 123 | 148 |
| West North Central | - 9 | -10 | - 5 | 311 | 63,467 | +13 | - 3 | 215 | 95,738 | 198 | 156 | 188 |
| South Atlantic | -12 | -12 | - 6 | 393 | 47,946 | +14 | - 1 | 224 | 57,518 | 177 | 138 | 162 |
| East South Central | -14 | - 9 | -10 | 167 | 22,363 | + 6 | - 4 | 90 | 22,576 | 163 | 132 | 156 |
| West South Central | -10 | - 8 | - 2 | 273 | 45,138 | +16 | - 1 | 165 | 57,231 | 185 | 146 | 173 |
| Mountain | - 9 | - 4 | - 6 | 136 | 19,257 | + 7 | - 1 | 81 | 20,372 | 160 | 136 | 155 |
| Pacific | -13 | - 7 | - 9 | 317 | 51,769 | + 9 | - 1 | 185 | 74,112 | 230 | 179 | 218 |
| Automotive supplies | -14 | + 5 | -10 | 179 | 8,529 | 0 | - 3 | 102 | 12,052 | 278 | 232 | 302 |
| Middle Atlantic | -13 | + 5 | -12 | 36 | 822 | + 6 | - 4 | 30 | 1,606 | 255 | 212 | 287 |
| East North Central | -20 | + 4 | -16 | 36 | 1,146 | +12 | - 5 | 25 | 2,332 | 267 | 187 | 299 |
| West North Central | -13 | + 4 | - 7 | 16 | 1,742 | + 7 | 0 | 8 | 1,774 | 286 | 211 | 259 |
| South Atlantic | -20 | + 5 | -15 | 15 | 746 | +14 | 0 | 8 | 1,088 | 279 | 202 | 288 |
| West South Central | -18 | + 7 | -17 | 11 | 630 | - 8 | - 5 | 7 | 1,296 | 236 | 213 | 269 |
| Mountain | -11 | - 9 | - 7 | 14 | 762 | c | c | c | c | c | c | c |
| Pacific | -10 | + 7 | -12 | 42 | 2,320 | -11 | - 2 | 20 | 3,481 | 346 | 322 | 352 |
| Electrical group, total | -13 | - 6 | - 6 | 548 | 102,295 | +35 | - 1 | 473 | 182,193 | 189 | 122 | 181 |
| Full-line wholesalers | -12 | - 6 | - 5 | 377 | 89,447 | +38 | - 1 | 360 | 164,343 | 189 | 121 | 181 |
| New England | -12 | + 1 | - 5 | 29 | 4,640 | +33 | - 1 | 29 | 10,531 | 227 | 150 | 230 |
| Middle Atlantic | - 3 | - 5 | + 3 | 53 | 13,756 | +50 | + 2 | 50 | 23,403 | 178 | 115 | 164 |
| East North Central | -14 | - 6 | - 5 | 75 | 22,239 | +34 | - 5 | 70 | 35,850 | 167 | 107 | 165 |
| West North Central | - 4 | + 4 | - 4 | 38 | 10,244 | +33 | - 6 | 38 | 16,586 | 162 | 116 | 179 |
| South Atlantic | -12 | - 9 | - 5 | 61 | 12,048 | +37 | - 2 | 58 | 21,946 | 190 | 122 | 176 |
| East South Central | -13 | - 6 | - 6 | 21 | 3,949 | +28 | - 5 | 19 | 6,741 | 177 | 120 | 177 |
| West South Central | -13 | - 9 | + 2 | 43 | 8,703 | +56 | + 4 | 42 | 16,431 | 192 | 107 | 168 |
| Mountain | -15 | -10 | - 7 | 18 | 3,239 | +19 | - 1 | 17 | 6,122 | 192 | 137 | 175 |
| Pacific | -20 | - 6 | -16 | 39 | 10,629 | +35 | + 2 | 37 | 26,733 | 255 | 151 | 235 |
| Wiring supplies, construction materials distributors | -20 | - 6 | - 9 | 98 | 4,518 | + 2 | - 2 | 65 | 5,227 | 157 | 125 | 156 |
| New England | -19 | 0 | - 7 | 11 | 365 | + 8 | + 5 | 4 | 186 | 219 | 190 | 201 |
| Middle Atlantic | -15 | -16 | 0 | 27 | 1,126 | + 5 | - 1 | 19 | 1,274 | 141 | 115 | 129 |
| East North Central | -32 | -14 | -16 | 21 | 908 | -15 | - 4 | 17 | 1,397 | 193 | 160 | 174 |
| South Atlantic | -29 | -10 | -12 | 14 | 618 | + 4 | - 4 | 10 | 847 | 174 | 116 | 174 |
| West South Central | - 6 | + 4 | - 6 | 9 | 749 | c | c | c | c | c | c | c |
| Pacific | -19 | +16 | -22 | 9 | 264 | - 9 | - 8 | 7 | 408 | 187 | 162 | 239 |
| Appliances and specialties wholesalers | -19 | - 7 | - 9 | 73 | 8,330 | +18 | - 1 | 48 | 12,623 | 205 | 130 | 192 |
| Middle Atlantic | - 9 | -14 | + 5 | 20 | 2,699 | + 2 | - 7 | 7 | 2,745 | 235 | 160 | 211 |
| East North Central | - 9 | +10 | - 4 | 11 | 1,376 | + 8 | - 8 | 8 | 1,271 | 115 | 97 | 142 |
| West North Central | -18 | -21 | - 6 | 9 | 364 | +28 | +10 | 7 | 871 | 316 | 184 | 215 |
| South Atlantic | -33 | - 6 | -12 | 13 | 1,315 | c | c | c | c | c | c | c |
| Mountain | -33 | - 4 | -29 | 6 | 661 | c | c | c | c | c | c | c |
| Pacific | -33 | 0 | -27 | 5 | 479 | - 4 | - 9 | 5 | 842 | 176 | 123 | 192 |
| Furniture and house furnishings | - 8 | -10 | -11 | 40 | 7,966 | +41 | + 3 | 17 | 5,315 | 188 | 132 | 162 |
| Middle Atlantic | - 8 | -13 | 0 | 13 | 2,215 | c | c | c | c | c | c | c |
| East North Central | - 2 | - 9 | - 1 | 4 | 981 | c | c | c | c | c | c | c |
| South Atlantic | - 2 | -20 | + 6 | 5 | 757 | c | c | c | c | c | c | c |
| Pacific | -24 | - 9 | -29 | 7 | 214 | c | c | c | c | c | c | c |
| Hardware | -19 | - 8 | -13 | 122 | 41,449 | + 7 | - 2 | 83 | 81,631 | 268 | 200 | 247 |
| New England | -13 | +11 | -18 | 4 | 594 | c | c | c | c | c | c | c |
| Middle Atlantic | -16 | - 8 | - 8 | 24 | 5,661 | + 5 | 0 | 15 | 7,565 | 209 | 161 | 180 |
| East North Central | -23 | - 7 | -18 | 16 | 6,707 | + 3 | 0 | 13 | 15,438 | 266 | 195 | 242 |
| West North Central | -20 | -13 | -14 | 14 | 8,498 | +12 | - 5 | 14 | 21,965 | 258 | 183 | 238 |
| South Atlantic | -14 | - 8 | - 5 | 19 | 3,516 | +17 | - 4 | 15 | 7,498 | 245 | 181 | 233 |
| East South Central | -15 | - 8 | -10 | 12 | 3,714 | c | c | c | c | c | c | c |
| West South Central | -15 | - 7 | -12 | 13 | 3,871 | c | c | c | c | c | c | c |
| Mountain | -13 | - 3 | - 4 | 6 | 1,914 | c | c | c | c | c | c | c |
| Pacific | -21 | - 7 | -18 | 14 | 6,974 | 0 | 0 | 11 | 19,409 | 334 | 261 | 311 |
| Industrial supplies | -12 | -12 | - 5 | 59 | 8,090 | + 9 | - 2 | 36 | 14,420 | 258 | 217 | 259 |
| New England | -15 | + 5 | -11 | 7 | 569 | 0 | + 1 | 6 | 2,013 | 361 | 306 | 375 |
| Middle Atlantic | -23 | -16 | -13 | 17 | 1,423 | - 3 | - 4 | 7 | 1,557 | 212 | 160 | 187 |
| East North Central | - 8 | -18 | - 6 | 11 | 968 | +12 | - 1 | 7 | 670 | 242 | 184 | 235 |
| West North Central | -12 | - 9 | -19 | 5 | 299 | c | c | c | c | c | c | c |
| South Atlantic | -23 | -10 | -11 | 7 | 524 | + 8 | - 6 | 5 | 1,226 | 267 | 188 | 262 |
| West South Central | - 4 | -14 | +10 | 6 | 3,541 | +15 | - 2 | 4 | 7,410 | 261 | 243 | 270 |
| Jewelry | -18 | 0 | -14 | 135 | 5,042 | - 4 | - 3 | 65 | 9,974 | 258 | 233 | 287 |
| New England | -34 | - 2 | -19 | 5 | 256 | c | c | c | c | c | c | c |
| Middle Atlantic | -21 | + 6 | -21 | 33 | 1,012 | c | c | c | c | c | c | c |
| East North Central | -20 | - 7 | -15 | 42 | 1,638 | c | c | c | c | c | c | c |
| West North Central | -11 | + 1 | - 5 | 16 | 801 | c | c | c | c | c | c | c |
| South Atlantic | -13 | - 2 | -10 | 6 | 220 | c | c | c | c | c | c | c |
| Pacific | -16 | + 7 | -14 | 27 | 1,042 | c | c | c | c | c | c | c |

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(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1949 sample | | Percent change | | April 1949 sample | | | | |
| | Apr. 1949 from Apr. 1948 | Apr. 1949 from Mar. 1949 | 4 mos. 1949 from 4 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | Apr. 1949 from Apr. 1948 | Apr. 1949 from Mar. 1949 | No. of firms reporting | Reported dollar values (add 000) | Apr. 1949 | Apr. 1948 | Mar. 1949 |
| Lumber and building materials.......... | + 1 | +14 | - 6 | 59 | $11,399 | +22 | + 2 | 25 | $6,143 | 103 | 89 | 121 |
| Middle Atlantic.................... | +19 | +23 | +16 | 14 | 3,094 | c | c | c | c | c | c | c |
| East North Central................. | -20 | +14 | -20 | 12 | 1,211 | c | c | c | c | c | c | c |
| West North Central................. | +19 | - 2 | +18 | 6 | 1,756 | c | c | c | c | c | c | c |
| South Atlantic..................... | -23 | -13 | -14 | 7 | 764 | c | c | c | c | c | c | c |
| Mountain........................... | +18 | +33 | -15 | 4 | 2,002 | c | c | c | c | c | c | c |
| Pacific............................ | - 5 | +19 | -19 | 9 | 1,723 | c | c | c | c | c | c | c |
| Machinery equipment, supplies (except electrical)................. | - 9 | - 1 | - 8 | 46 | 6,029 | +10 | - 3 | 31 | 9,215 | 177 | 161 | 183 |
| New England........................ | -22 | -16 | -20 | 6 | 390 | + 9 | - 7 | 4 | 798 | 303 | 214 | 271 |
| Middle Atlantic.................... | -21 | -11 | -12 | 6 | 601 | c | c | c | c | c | c | c |
| East North Central................. | -28 | -11 | -16 | 10 | 544 | c | c | c | c | c | c | c |
| South Atlantic..................... | -14 | + 2 | -10 | 4 | 185 | c | c | c | c | c | c | c |
| West South Central................. | + 6 | + 4 | + 3 | 6 | 2,388 | +23 | - 3 | 5 | 3,841 | 164 | 152 | 180 |
| Pacific............................ | -24 | + 9 | -31 | 8 | 630 | +14 | 0 | 5 | 1,296 | 362 | 306 | 394 |
| Metals................................. | -20 | -21 | - 5 | 18 | 3,305 | +40 | - 1 | 12 | 6,879 | 242 | 138 | 188 |
| Optical goods.......................... | + 6 | -10 | +11 | 10 | 256 | c | c | c | c | c | c | c |
| Paints and varnishes................... | -12 | +19 | - 4 | 24 | 1,712 | - 2 | - 1 | 10 | 1,054 | 159 | 150 | 167 |
| Plumbing and heating supplies.......... | -23 | - 5 | -13 | 63 | 4,803 | +11 | - 3 | 30 | 4,260 | 195 | 143 | 191 |
| New England........................ | -35 | - 9 | -16 | 7 | 205 | c | c | c | c | c | c | c |
| Middle Atlantic.................... | -27 | -16 | -15 | 19 | 1,207 | + 5 | + 6 | 7 | 849 | 187 | 133 | 149 |
| East North Central................. | -23 | - 4 | - 9 | 14 | 956 | +18 | - 3 | 10 | 1,538 | 225 | 151 | 216 |
| West North Central................. | -14 | +12 | -13 | 11 | 991 | +11 | - 7 | 8 | 1,428 | 172 | 134 | 213 |
| Pacific............................ | -29 | - 6 | -14 | 4 | 780 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial)............................ | - 8 | + 7 | -13 | 22 | 918 | + 5 | + 1 | 15 | 1,426 | 256 | 218 | 264 |
| Middle Atlantic.................... | -14 | + 4 | -10 | 6 | 263 | c | c | c | c | c | c | c |
| South Atlantic..................... | - 3 | + 6 | - 8 | 4 | 210 | c | c | c | c | c | c | c |
| Pacific............................ | -24 | + 4 | -24 | 4 | 104 | c | c | c | c | c | c | c |
| Surgical, medical, equipment, supplies. | - 2 | -12 | + 2 | 25 | 2,904 | +12 | + 6 | 18 | 3,259 | 129 | 113 | 106 |
| Middle Atlantic.................... | - 9 | -14 | - 1 | 7 | 262 | + 8 | + 1 | 5 | 409 | 288 | 245 | 248 |
| East North Central................. | + 4 | -13 | + 9 | 6 | 2,026 | +13 | +10 | 5 | 1,883 | 99 | 92 | 77 |
| South Atlantic..................... | -25 | -19 | -14 | 5 | 261 | c | c | c | c | c | c | c |
| Beer................................... | + 3 | + 6 | + 7 | 40 | 2,437 | - 9 | + 2 | 27 | 567 | 29 | 34 | 30 |
| Middle Atlantic.................... | +27 | +19 | +17 | 9 | 423 | -16 | + 9 | 7 | 99 | 24 | 36 | 26 |
| East North Central................. | -11 | - 1 | - 7 | 11 | 471 | -38 | +11 | 5 | 39 | 20 | 26 | 18 |
| West North Central................. | + 8 | + 1 | +20 | 6 | 862 | c | c | c | c | c | c | c |
| South Atlantic..................... | - 8 | + 3 | - 3 | 5 | 327 | c | c | c | c | c | c | c |
| Pacific............................ | + 8 | +21 | 0 | 5 | 266 | c | c | c | c | c | c | c |
| Chemicals, industrial.................. | -24 | -11 | -19 | 14 | 1,026 | +10 | 0 | 9 | 935 | 151 | 101 | 132 |
| Clothing and furnishings (except shoes) | -12 | -16 | -10 | 22 | 3,253 | -33 | -10 | 9 | 726 | 112 | 168 | 112 |
| Coal................................... | + 8 | + 9 | - 6 | 9 | 3,316 | c | c | c | c | c | c | c |
| Confectionery.......................... | - 3 | - 8 | - 1 | 43 | 1,704 | + 3 | -18 | 16 | 645 | 110 | 94 | 107 |
| Middle Atlantic.................... | + 5 | + 6 | - 4 | 7 | 463 | c | c | c | c | c | c | c |
| East North Central................. | -19 | -12 | - 9 | 6 | 203 | c | c | c | c | c | c | c |
| South Atlantic..................... | - 4 | -15 | - 3 | 11 | 229 | c | c | c | c | c | c | c |
| East South Central................. | - 2 | -13 | + 1 | 7 | 146 | c | c | c | c | c | c | c |
| Dairy and poultry products............. | - 5 | - 6 | -12 | 22 | 2,895 | +10 | + 3 | 12 | 672 | 35 | 30 | 32 |
| Drugs and sundries (liquor excluded)... | - 4 | -11 | 0 | 161 | 37,266 | + 2 | - 1 | 117 | 49,878 | 186 | 174 | 165 |
| New England........................ | - 2 | - 9 | + 1 | 12 | 2,128 | + 1 | + 1 | 9 | 3,031 | 196 | 183 | 173 |
| Middle Atlantic.................... | - 4 | -10 | - 3 | 20 | 7,062 | + 6 | 0 | 13 | 5,696 | 163 | 146 | 142 |
| East North Central................. | - 5 | -13 | + 2 | 25 | 6,704 | 0 | - 3 | 16 | 6,833 | 158 | 150 | 143 |
| West North Central................. | - 4 | -12 | + 1 | 17 | 4,180 | 0 | - 2 | 15 | 6,257 | 175 | 167 | 157 |
| South Atlantic..................... | - 3 | -11 | + 2 | 27 | 4,547 | + 3 | + 3 | 19 | 6,636 | 215 | 203 | 181 |
| East South Central................. | - 7 | -12 | - 1 | 17 | 2,984 | 0 | 0 | 12 | 4,612 | 202 | 186 | 174 |
| West South Central................. | - 2 | -12 | + 4 | 18 | 3,851 | + 4 | - 1 | 13 | 6,199 | 218 | 205 | 193 |
| Mountain........................... | - 1 | - 6 | + 1 | 9 | 1,614 | + 7 | 0 | 7 | 3,045 | 196 | 180 | 183 |
| Pacific............................ | - 7 | -13 | - 2 | 16 | 4,196 | - 3 | - 3 | 13 | 7,569 | 184 | 175 | 165 |
| Dry goods.............................. | -25 | -17 | -22 | 154 | 32,603 | -15 | 0 | 99 | 68,780 | 254 | 220 | 211 |
| New England........................ | - 7 | - 2 | -15 | 7 | 741 | -18 | - 4 | 7 | 950 | 128 | 144 | 131 |
| Middle Atlantic.................... | -26 | -20 | -24 | 43 | 4,094 | + 6 | + 1 | 22 | 7,250 | 299 | 203 | 222 |
| East North Central................. | -14 | - 8 | -21 | 11 | 1,649 | - 9 | 0 | 10 | 3,760 | 232 | 219 | 216 |
| West North Central................. | -17 | -13 | -18 | 9 | 5,422 | -14 | - 1 | 8 | 11,876 | 226 | 216 | 199 |
| South Atlantic..................... | -13 | - 9 | -16 | 20 | 2,362 | -14 | c | 13 | 5,101 | 245 | 253 | 226 |
| East South Central................. | -19 | -14 | -18 | 17 | 1,457 | -20 | + 9 | 7 | 1,351 | 264 | 274 | 224 |
| West South Central................. | -28 | -16 | -16 | 12 | 1,055 | -25 | - 6 | 7 | 1,440 | 273 | 257 | 240 |
| Mountain........................... | -13 | -16 | -15 | 5 | 371 | -25 | - 2 | 4 | 728 | 258 | 284 | 227 |
| Pacific............................ | -11 | -17 | - 5 | 17 | 2,528 | - 7 | + 1 | 8 | 1,834 | 263 | 260 | 239 |
| Farm supplies.......................... | -14 | -27 | -10 | 15 | 4,102 | - 4 | 0 | 7 | 347 | 61 | 62 | 55 |
| Fresh fruits and vegetables............ | -10 | + 3 | - 5 | 64 | 6,229 | -11 | -10 | 32 | 577 | 28 | 28 | 29 |
| New England........................ | -14 | - 1 | -14 | 10 | 442 | 0 | +16 | 6 | 22 | 10 | 8 | 9 |
| Middle Atlantic.................... | -17 | - 2 | -11 | 16 | 1,434 | -44 | - 9 | 7 | 32 | 8 | 14 | 9 |
| East North Central................. | -11 | + 5 | - 4 | 15 | 1,364 | -15 | -10 | 7 | 259 | 44 | 45 | 46 |
| South Atlantic..................... | +14 | + 7 | + 7 | 7 | 419 | c | c | c | c | c | c | c |
| East South Central................. | -20 | - 9 | + 2 | 5 | 264 | c | c | c | c | c | c | c |
| Pacific............................ | - 6 | -16 | - 1 | 5 | 374 | c | c | c | c | c | c | c |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1949 sample | | Percent change | | April 1949 sample | | | | |
| | Apr. 1949 from Apr. 1948 | Apr. 1949 from Mar. 1949 | 4 mos. 1949 from 4 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | Apr. 1949 from Apr. 1948 | Apr. 1949 from Mar. 1949 | No. of firms reporting | Reported dollar values (add 000) | Apr. 1949 | Apr. 1948 | Mar. 1949 |
| Groceries, total | - 7 | -11 | + 1 | 540 | $79,150 | - 2 | - 4 | 307 | $74,261 | 150 | 142 | 139 |
| Non-affiliated full-line wholesalers[d] | - 6 | -10 | + 1 | 306 | 37,912 | - 2 | - 5 | 164 | 36,939 | 147 | 139 | 138 |
| New England | -13 | - 7 | - 8 | 6 | 799 | c | c | c | c | c | c | c |
| Middle Atlantic | - 7 | -25 | + 4 | 21 | 3,214 | -15 | - 5 | 10 | 2,960 | 122 | 132 | 89 |
| East North Central | - 2 | -13 | + 4 | 51 | 7,462 | + 2 | - 5 | 19 | 8,316 | 158 | 147 | 144 |
| West North Central | - 6 | - 7 | + 9 | 41 | 4,249 | - 7 | - 4 | 31 | 5,609 | 176 | 177 | 173 |
| South Atlantic | - 9 | - 7 | - 6 | 51 | 4,459 | - 3 | - 3 | 19 | 2,441 | 131 | 129 | 126 |
| East South Central | -12 | - 5 | -12 | 33 | 3,258 | - 8 | - 8 | 20 | 3,125 | 119 | 114 | 124 |
| West South Central | - 8 | - 8 | - 2 | 84 | 11,303 | + 6 | - 3 | 54 | 11,399 | 144 | 125 | 138 |
| Mountain | - 6 | - 5 | - 1 | 9 | 1,128 | - 8 | -12 | 7 | 1,491 | 157 | 164 | 168 |
| Pacific | + 7 | -12 | +14 | 10 | 2,040 | c | c | c | c | c | c | c |
| Voluntary-group wholesalers | - 8 | -11 | - 1 | 128 | 26,790 | - 2 | - 2 | 87 | 26,924 | 169 | 159 | 156 |
| New England | + 1 | - 3 | 0 | 7 | 2,118 | c | c | c | c | c | c | c |
| Middle Atlantic | -10 | -14 | - 1 | 35 | 7,930 | + 4 | - 2 | 14 | 3,806 | 157 | 139 | 149 |
| East North Central | - 9 | - 9 | - 2 | 36 | 7,061 | - 4 | - 5 | 25 | 6,655 | 144 | 137 | 139 |
| West North Central | - 5 | -12 | + 4 | 23 | 4,990 | + 2 | + 3 | 23 | 10,643 | 213 | 199 | 183 |
| South Atlantic | -13 | -13 | - 2 | 9 | 1,238 | - 3 | - 6 | 4 | 656 | 130 | 128 | 124 |
| Pacific | - 9 | - 7 | - 4 | 5 | 1,871 | -17 | -11 | 4 | 1,653 | 126 | 131 | 125 |
| Retailer-cooperative warehouses | 0 | -11 | +11 | 20 | 6,677 | + 2 | - 7 | 11 | 5,442 | 137 | 135 | 131 |
| Specialty lines wholesalers | - 7 | -15 | + 2 | 86 | 7,771 | - 2 | - 5 | 45 | 4,956 | 110 | 103 | 97 |
| New England | -24 | -21 | - 8 | 7 | 134 | c | c | c | c | c | c | c |
| Middle Atlantic | -12 | -14 | - 4 | 19 | 2,261 | - 8 | - 6 | 11 | 1,850 | 112 | 107 | 101 |
| East North Central | + 9 | -13 | +15 | 10 | 647 | - 3 | + 1 | 5 | 164 | 70 | 74 | 61 |
| South Atlantic | - 1 | -13 | + 2 | 20 | 1,313 | + 3 | - 3 | 10 | 958 | 94 | 95 | 84 |
| West South Central | -13 | - 9 | + 1 | 5 | 301 | c | c | c | c | c | c | c |
| Pacific | - 2 | -13 | + 5 | 14 | 1,928 | - 2 | 0 | 9 | 827 | 177 | 189 | 166 |
| Leather and shoe findings | -15 | + 7 | - 7 | 29 | 502 | - 7 | 0 | 11 | 857 | 400 | 368 | 400 |
| Middle Atlantic | -16 | + 9 | + 7 | 7 | 51 | c | c | c | c | c | c | c |
| East North Central | -13 | + 6 | - 2 | 6 | 86 | c | c | c | c | c | c | c |
| West North Central | 0 | +14 | - 7 | 4 | 48 | c | c | c | c | c | c | c |
| Pacific | -17 | + 7 | -12 | 6 | 241 | c | c | c | c | c | c | c |
| Meats and meat products | -17 | - 1 | -16 | 39 | 20,281 | -40 | -13 | 32 | 7,273 | 41 | 56 | 45 |
| Middle Atlantic | -12 | - 6 | -10 | 9 | 3,776 | -20 | -11 | 8 | 1,493 | 42 | 48 | 45 |
| East North Central | -25 | - 1 | -13 | 12 | 8,699 | -51 | -19 | 11 | 3,222 | 39 | 60 | 48 |
| South Atlantic | - 1 | 0 | - 1 | 5 | 1,357 | -30 | + 2 | 4 | 418 | 31 | 43 | 30 |
| Pacific | +11 | +19 | - 2 | 4 | 3,290 | c | c | c | c | c | c | c |
| Paper and its products | -15 | - 6 | -12 | 56 | 6,754 | - 2 | + 1 | 29 | 4,899 | 153 | 139 | 145 |
| New England | -17 | - 4 | - 9 | 4 | 234 | c | c | c | c | c | c | c |
| Middle Atlantic | -20 | -12 | -16 | 17 | 1,723 | c | c | c | c | c | c | c |
| East North Central | -10 | - 3 | -11 | 16 | 3,373 | c | c | c | c | c | c | c |
| West North Central | -22 | - 5 | -13 | 5 | 275 | c | c | c | c | c | c | c |
| South Atlantic | -20 | -10 | -13 | 7 | 491 | c | c | c | c | c | c | c |
| Petroleum | - 7 | - 2 | - 9 | 27 | 1,098 | - 1 | + 5 | 25 | 599 | 59 | 55 | 56 |
| Shoes and other footwear | -17 | -20 | -10 | 28 | 21,168 | +12 | -11 | 18 | 9,804 | 88 | 79 | 81 |
| New England | -14 | +10 | -23 | 4 | 543 | c | c | c | c | c | c | c |
| South Atlantic | -11 | -31 | -13 | 4 | 1,417 | c | c | c | c | c | c | c |
| Pacific | - 7 | - 2 | -26 | 6 | 303 | c | c | c | c | c | c | c |
| Tobacco products | - 2 | - 3 | - 2 | 224 | 23,515 | - 2 | - 3 | 101 | 5,495 | 53 | 51 | 51 |
| New England | 0 | + 1 | - 1 | 21 | 2,684 | c | c | c | c | c | c | c |
| Middle Atlantic | - 3 | - 1 | - 6 | 44 | 5,350 | - 1 | - 5 | 25 | 1,513 | 49 | 46 | 51 |
| East North Central | - 1 | - 2 | 0 | 47 | 5,589 | - 9 | - 6 | 16 | 1,127 | 49 | 54 | 50 |
| West North Central | - 8 | - 3 | - 4 | 33 | 3,053 | + 1 | + 2 | 14 | 727 | 82 | 67 | 72 |
| South Atlantic | - 6 | -12 | + 2 | 15 | 1,797 | + 3 | + 2 | 10 | 807 | 59 | 54 | 50 |
| East South Central | -12 | -11 | 0 | 7 | 629 | c | c | c | c | c | c | c |
| West South Central | + 7 | - 5 | + 6 | 23 | 1,925 | c | c | c | c | c | c | c |
| Mountain | +11 | - 2 | + 7 | 19 | 1,238 | c | c | c | c | c | c | c |
| Pacific | - 5 | - 5 | - 3 | 15 | 1,250 | c | c | c | c | c | c | c |
| Wines and distilled spirits[e] | -10 | -19 | c | 181 | 36,724 | c | c | c | c | c | c | c |
| New England | -15 | -15 | c | 14 | 2,038 | c | c | c | c | c | c | c |
| Middle Atlantic | - 2 | -12 | c | 24 | 11,164 | c | c | c | c | c | c | c |
| East North Central | -14 | -19 | c | 32 | 4,583 | c | c | c | c | c | c | c |
| West North Central | -11 | -22 | c | 20 | 3,274 | c | c | c | c | c | c | c |
| South Atlantic | -13 | -29 | c | 27 | 4,837 | c | c | c | c | c | c | c |
| East South Central | - 7 | -11 | c | 10 | 1,981 | c | c | c | c | c | c | c |
| West South Central | -19 | -16 | c | 15 | 1,735 | c | c | c | c | c | c | c |
| Mountain | - 8 | -12 | c | 13 | 1,588 | c | c | c | c | c | c | c |
| Pacific | -12 | -26 | c | 26 | 5,524 | c | c | c | c | c | c | c |
| Miscellaneous | -19 | - 9 | - 9 | 10 | 2,113 | + 5 | + 1 | 5 | 1,155 | 228 | 148 | 194 |

[a] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[b] Includes reports received too late for inclusion in previous monthly trends.

[c] Insufficient data to show separately.

[d] Not affiliated with voluntary or cooperative groups.

[e] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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**MONTHLY**
# WHOLESALE TRADE
**REPORT**

DEPARTMENT OF COMMERCE
*Charles Sawyer, Secretary*
BUREAU OF THE CENSUS
*J. C. Capt, Director*

FOR RELEASE
JULY 1, 1949

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### MAY 1949

Sales and inventory trends contained in this release are compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,096 wholesale houses in various lines of trade.

**SALES**

Following the usual seasonal trend, sales of wholesalers for the month of May are slightly higher (1 percent) in dollar volume than the previous month but continue below the sales levels established for the comparable period in 1948.

Seasonal trends for the various trades presented in this report showed considerable variations. Wholesalers specializing in the sale of beer recorded a 21 percent increase over the previous month, while those wholesalers specializing in clothing and furnishings registered a decline of 24 percent. Generally speaking, most of the trades continue to report sales below the 1948 volume, although gains were established in drugs, groceries, tobacco, wines and liquors, and a few others.

Cumulative sales for the first five months of 1949 are 7 percent lower than those reported for the corresponding period a year ago, the same percent decline (cumulative) recorded for the first four months of this year.

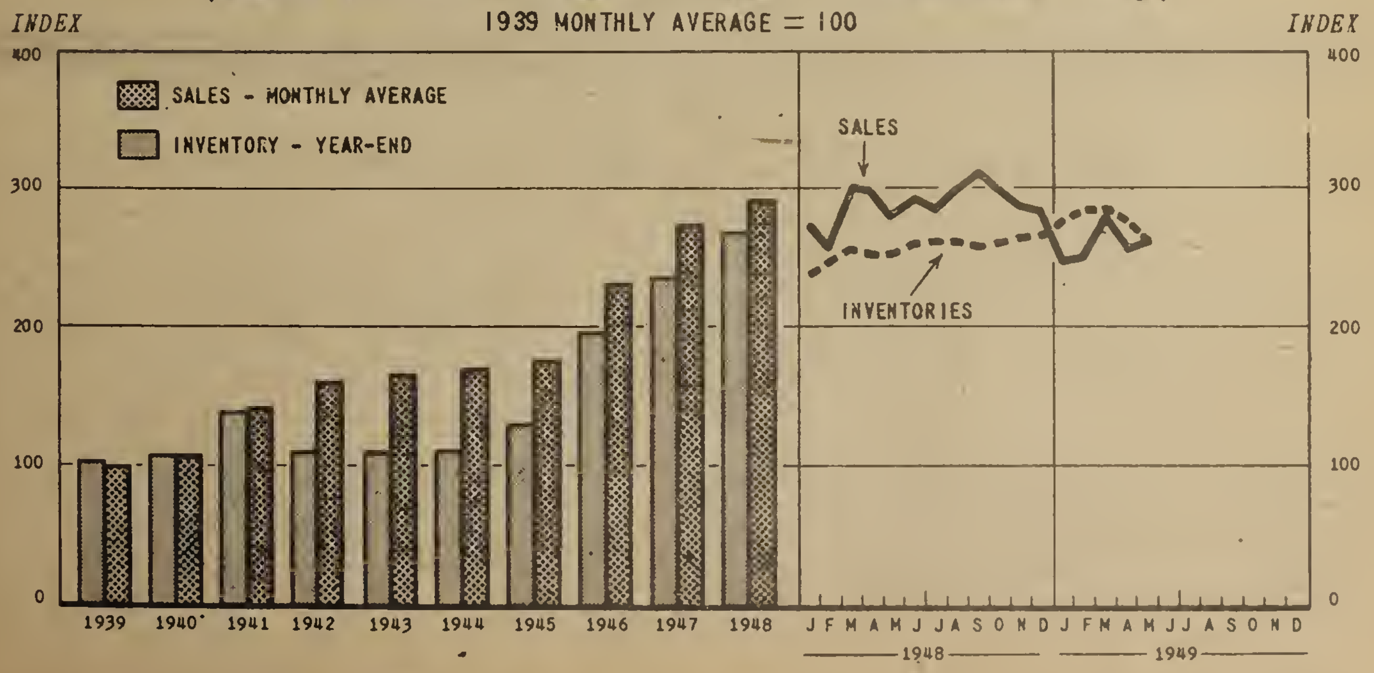
**INVENTORY**

May 31 inventories (valued at cost) are still somewhat (3 percent) in excess of the dollar values established a year ago but are 4 percent lower than those established for April 1949. Expressed in terms of stock-sales ratios, the 171 reported for May represents a decrease of 6 points below April, but a 14-point increase over May a year ago.

**RETAIL TRADE**

According to the Bureau's monthly retail trade report, May sales of independent retail stores registered a decrease of 5 percent below the previous month but recorded an increase of 1 percent over May a year ago.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES***
**(Service and Limited Function Wholesalers Only)**



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## MAY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1949 sample | | Percent change | | May 1949 sample | | | | |
| | May 1949 from May 1948 | May 1949 from Apr. 1949 | 5 mos. 1949 from 5 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | May 1949 from May 1948 | May 1949 from Apr. 1949 | No. of firms reporting | Reported dollar values (add 000) | May 1949 | May 1948 | Apr. 1949 |
| United States | - 5 | + 1 | - 7 | 3,096 | $487,805 | + 3 | - 4 | 1,890 | $578,798 | 171 | 157 | 177 |
| New England | - 7 | 0 | - 8 | 195 | 21,261 | +10 | - 5 | 121 | 22,954 | 175 | 144 | 181 |
| Middle Atlantic | - 4 | + 2 | - 5 | 591 | 83,775 | + 7 | - 5 | 333 | 69,571 | 151 | 133 | 159 |
| East North Central | - 5 | + 1 | - 6 | 599 | 98,964 | + 4 | - 3 | 362 | 105,122 | 147 | 132 | 152 |
| West North Central | - 3 | + 2 | - 5 | 344 | 63,749 | + 7 | - 1 | 242 | 99,307 | 187 | 172 | 192 |
| South Atlantic | - 4 | + 2 | - 6 | 402 | 51,183 | + 5 | - 6 | 236 | 55,421 | 163 | 152 | 177 |
| East South Central | - 7 | + 2 | - 9 | 163 | 22,103 | - 2 | - 8 | 89 | 21,260 | 154 | 148 | 171 |
| West South Central | - 1 | - 2 | - 3 | 283 | 44,000 | + 9 | - 6 | 185 | 57,642 | 171 | 157 | 178 |
| Mountain | - 5 | 0 | - 6 | 158 | 19,359 | + 8 | - 1 | 103 | 22,806 | 168 | 149 | 175 |
| Pacific | - 2 | + 5 | - 8 | 337 | 66,988 | + 8 | - 5 | 195 | 87,358 | 203 | 179 | 220 |
| Automotive supplies | -10 | + 1 | -10 | 186 | 9,430 | - 3 | - 3 | 121 | 13,725 | 257 | 236 | 272 |
| New England | -37 | -34 | -14 | 7 | 206 | c | c | c | c | c | c | c |
| Middle Atlantic | - 2 | + 7 | -11 | 35 | 819 | + 2 | - 5 | 29 | 1,409 | 234 | 225 | 256 |
| East North Central | - 8 | + 3 | -16 | 39 | 1,580 | + 8 | - 5 | 27 | 2,302 | 240 | 188 | 266 |
| West North Central | - 7 | + 2 | - 6 | 28 | 2,340 | - 2 | - 4 | 24 | 3,556 | 254 | 261 | 288 |
| South Atlantic | - 9 | + 9 | -14 | 13 | 662 | - 3 | - 7 | 7 | 622 | 259 | 215 | 284 |
| West South Central | -18 | + 5 | -17 | 14 | 681 | - 8 | - 2 | 11 | 1,353 | 213 | 186 | 228 |
| Mountain | - 8 | + 3 | - 7 | 15 | 849 | - 4 | +21 | 7 | 817 | 233 | 238 | 217 |
| Pacific | -11 | - 2 | -12 | 35 | 2,293 | -10 | - 5 | 13 | 3,282 | 325 | 308 | 332 |
| Electrical group, total | - 1 | + 4 | - 5 | 574 | 106,607 | +24 | - 8 | 488 | 169,716 | 167 | 134 | 189 |
| Full-line wholesalers | 0 | + 3 | - 4 | 378 | 91,050 | +25 | - 8 | 365 | 150,975 | 169 | 135 | 189 |
| New England | - 4 | + 9 | - 5 | 30 | 5,146 | +22 | - 8 | 30 | 9,761 | 190 | 150 | 226 |
| Middle Atlantic | + 3 | - 3 | + 3 | 45 | 13,215 | +34 | - 9 | 43 | 21,734 | 166 | 128 | 177 |
| East North Central | - 5 | - 2 | - 6 | 74 | 21,775 | +24 | - 7 | 70 | 33,611 | 159 | 122 | 169 |
| West North Central | + 3 | + 1 | - 3 | 39 | 10,423 | +22 | - 9 | 39 | 15,286 | 147 | 123 | 162 |
| South Atlantic | + 3 | + 5 | - 3 | 60 | 12,304 | +21 | - 9 | 56 | 19,227 | 165 | 141 | 190 |
| East South Central | + 6 | +10 | - 5 | 20 | 4,094 | +17 | -11 | 19 | 5,585 | 139 | 127 | 173 |
| West South Central | + 6 | + 2 | + 2 | 43 | 8,842 | +41 | - 9 | 43 | 15,177 | 172 | 129 | 191 |
| Mountain | + 1 | + 9 | - 6 | 28 | 3,546 | +19 | + 1 | 27 | 6,178 | 177 | 150 | 192 |
| Pacific | - 5 | +10 | -14 | 39 | 11,705 | +21 | - 9 | 38 | 24,416 | 210 | 165 | 255 |
| Wiring supplies, construction materials distributors | -11 | + 4 | -10 | 113 | 4,880 | + 4 | 0 | 64 | 5,052 | 171 | 147 | 175 |
| New England | -17 | + 4 | - 9 | 13 | 417 | - 1 | - 9 | 4 | 169 | 228 | 190 | 245 |
| Middle Atlantic | - 3 | + 2 | - 1 | 30 | 864 | + 1 | - 4 | 16 | 1,073 | 191 | 179 | 196 |
| East North Central | -18 | + 7 | -16 | 23 | 1,051 | -13 | + 1 | 15 | 1,226 | 151 | 144 | 165 |
| West North Central | + 2 | +11 | - 2 | 10 | 1,048 | +54 | + 9 | 5 | 638 | 160 | 108 | 167 |
| South Atlantic | -22 | - 2 | -15 | 15 | 624 | - 2 | - 3 | 10 | 824 | 170 | 133 | 174 |
| Pacific | -17 | -13 | -23 | 8 | 177 | -11 | + 6 | 6 | 392 | 235 | 228 | 190 |
| Appliances and specialties wholesalers | - 6 | +14 | - 9 | 83 | 10,677 | +13 | - 9 | 59 | 13,689 | 148 | 124 | 192 |
| Middle Atlantic | -14 | + 5 | + 2 | 16 | 1,728 | -12 | -14 | 9 | 2,487 | 177 | 170 | 223 |
| East North Central | + 3 | + 5 | - 3 | 14 | 1,620 | - 1 | - 4 | 8 | 1,255 | 102 | 114 | 121 |
| West North Central | + 4 | +20 | - 9 | 11 | 857 | +22 | -15 | 6 | 1,078 | 161 | 138 | 248 |
| South Atlantic | -12 | +31 | -12 | 14 | 2,123 | +39 | -12 | 13 | 2,722 | 151 | 98 | 234 |
| Mountain | -22 | +12 | -28 | 8 | 992 | +36 | - 6 | 7 | 1,554 | 178 | 100 | 208 |
| Furniture and house furnishings | -11 | - 5 | -11 | 41 | 7,329 | +79 | - 1 | 25 | 12,431 | 216 | 104 | 207 |
| Middle Atlantic | - 8 | -10 | - 1 | 12 | 1,659 | c | c | c | c | c | c | c |
| East North Central | - 2 | - 4 | - 1 | 4 | 938 | c | c | c | c | c | c | c |
| Mountain | - 4 | + 9 | -13 | 4 | 236 | c | c | c | c | c | c | c |
| Pacific | -22 | 0 | -29 | 8 | 267 | c | c | c | c | c | c | c |
| Hardware | -10 | + 1 | -13 | 126 | 42,211 | + 3 | - 3 | 90 | 82,210 | 254 | 221 | 267 |
| Middle Atlantic | - 4 | + 2 | - 7 | 26 | 6,750 | + 5 | - 6 | 17 | 8,632 | 195 | 179 | 217 |
| East North Central | -10 | +11 | -17 | 13 | 6,216 | 0 | - 2 | 13 | 14,997 | 241 | 217 | 274 |
| West North Central | - 9 | - 2 | -14 | 16 | 8,545 | + 8 | + 3 | 14 | 21,598 | 271 | 227 | 255 |
| South Atlantic | - 6 | 0 | - 6 | 20 | 3,960 | + 2 | -11 | 16 | 7,559 | 212 | 194 | 246 |
| East South Central | - 6 | + 3 | -10 | 12 | 3,807 | + 8 | - 8 | 5 | 3,174 | 182 | 165 | 209 |
| West South Central | -14 | + 1 | -12 | 15 | 4,424 | - 1 | - 3 | 9 | 6,886 | 269 | 221 | 274 |
| Pacific | -18 | - 2 | -18 | 14 | 6,284 | - 2 | - 4 | 11 | 17,260 | 335 | 276 | 340 |
| Industrial supplies | -11 | 0 | - 7 | 64 | 8,795 | +26 | - 2 | 42 | 18,168 | 262 | 188 | 269 |
| Middle Atlantic | -16 | + 5 | -13 | 17 | 1,491 | - 3 | + 1 | 8 | 1,604 | 197 | 181 | 213 |
| East North Central | -16 | - 9 | - 8 | 9 | 756 | + 4 | - 2 | 6 | 632 | 232 | 195 | 248 |
| West North Central | - 3 | +13 | -16 | 7 | 584 | c | c | c | c | c | c | c |
| South Atlantic | -28 | - 3 | -14 | 8 | 577 | +11 | - 1 | 6 | 1,250 | 243 | 154 | 239 |
| West South Central | - 5 | - 4 | + 7 | 5 | 2,763 | +14 | - 1 | 5 | 7,510 | 272 | 227 | 265 |
| Pacific | -12 | 0 | -13 | 9 | 1,849 | c | c | c | c | c | c | c |
| Jewelry | -20 | - 5 | -15 | 140 | 5,270 | -14 | - 9 | 67 | 8,906 | 261 | 248 | 276 |
| New England | -31 | - 4 | -20 | 4 | 241 | c | c | c | c | c | c | c |
| Middle Atlantic | -21 | - 6 | -21 | 34 | 974 | c | c | c | c | c | c | c |
| East North Central | -15 | - 8 | -14 | 43 | 1,511 | c | c | c | c | c | c | c |
| West North Central | -17 | - 6 | - 8 | 18 | 810 | c | c | c | c | c | c | c |
| South Atlantic | -19 | - 7 | -12 | 6 | 204 | c | c | c | c | c | c | c |
| Pacific | -27 | 0 | -18 | 27 | 1,246 | c | c | c | c | c | c | c |

(Continued on next page)

#3965

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## MAY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| | Percent change | | | May 1949 sample | | Percent change | | May 1949 sample | | | | |
| | May 1949 from May 1948 | May 1949 from Apr. 1949 | 5 mos. 1949 from 5 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | May 1949 from May 1948 | May 1949 from Apr. 1949 | No. of firms reporting | Reported dollar values (add 000) | May 1949 | May 1948 | Apr. 1949 |
| Lumber and building materials | -10 | - 1 | - 7 | 58 | $8,017 | +17 | - 2 | 30 | $6,971 | 153 | 119 | 153 |
| Middle Atlantic | -19 | -16 | +12 | 12 | 775 | c | c | c | c | c | c | c |
| East North Central | -13 | +13 | -18 | 13 | 1,370 | c | c | c | c | c | c | c |
| West North Central | -29 | - 9 | +14 | 5 | 374 | c | c | c | c | c | c | c |
| South Atlantic | -11 | +15 | -14 | 7 | 1,066 | c | c | c | c | c | c | c |
| East South Central | - 6 | +10 | -20 | 4 | 693 | c | c | c | c | c | c | c |
| Pacific | -14 | - 5 | -17 | 10 | 1,717 | c | c | c | c | c | c | c |
| Machinery equipment, supplies (except electrical) | - 4 | - 7 | - 8 | 40 | 5,321 | + 9 | + 1 | 30 | 9,076 | 193 | 185 | 175 |
| New England | -21 | - 8 | -20 | 4 | 127 | c | c | c | c | c | c | c |
| Middle Atlantic | -16 | -10 | -13 | 5 | 504 | c | c | c | c | c | c | c |
| East North Central | + 1 | - 1 | -15 | 8 | 520 | c | c | c | c | c | c | c |
| Pacific | - 8 | +17 | -26 | 8 | 782 | + 7 | - 3 | 5 | 1,338 | 267 | 300 | 348 |
| Metals | -28 | -12 | - 8 | 15 | 1,769 | +41 | + 2 | 11 | 4,727 | 278 | 149 | 248 |
| Optical goods | +12 | - 1 | +10 | 8 | 232 | + 9 | - 6 | 4 | 139 | 153 | 158 | 157 |
| Paints and varnishes | - 4 | - 2 | - 5 | 21 | 1,195 | -13 | - 1 | 11 | 976 | 159 | 155 | 155 |
| Middle Atlantic | - 2 | +19 | - 9 | 4 | 113 | c | c | c | c | c | c | c |
| East North Central | -10 | - 4 | -11 | 5 | 341 | c | c | c | c | c | c | c |
| Plumbing and heating supplies | -12 | + 4 | -13 | 55 | 4,062 | + 8 | - 2 | 31 | 4,188 | 208 | 163 | 210 |
| New England | -23 | +13 | -17 | 7 | 232 | c | c | c | c | c | c | c |
| Middle Atlantic | -17 | 0 | -15 | 16 | 905 | + 8 | + 1 | 8 | 834 | 247 | 188 | 249 |
| East North Central | -10 | + 9 | -11 | 12 | 818 | + 3 | - 5 | 10 | 1,294 | 186 | 162 | 212 |
| West North Central | -18 | - 6 | -13 | 7 | 548 | +24 | - 2 | 5 | 930 | 208 | 131 | 191 |
| Pacific | - 1 | +13 | -11 | 4 | 884 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | + 3 | +16 | -11 | 22 | 990 | - 2 | - 8 | 17 | 1,651 | 215 | 238 | 271 |
| Surgical, medical, equipment, supplies | - 4 | - 2 | + 1 | 24 | 2,799 | +15 | + 3 | 17 | 2,945 | 123 | 103 | 117 |
| East North Central | - 4 | - 1 | + 7 | 6 | 1,983 | +14 | + 5 | 4 | 1,906 | 103 | 87 | 97 |
| West South Central | - 6 | - 6 | - 1 | 4 | 215 | c | c | c | c | c | c | c |
| Beer | +21 | +20 | +10 | 38 | 2,818 | -12 | + 6 | 29 | 633 | 25 | 35 | 29 |
| Middle Atlantic | +45 | +21 | +23 | 8 | 481 | -21 | +10 | 6 | 100 | 21 | 39 | 23 |
| East North Central | - 1 | +13 | - 6 | 10 | 492 | -25 | + 1 | 8 | 118 | 27 | 35 | 30 |
| West North Central | +22 | +22 | +21 | 6 | 1,054 | c | c | c | c | c | c | c |
| South Atlantic | +33 | +21 | + 5 | 4 | 378 | c | c | c | c | c | c | c |
| Pacific | +24 | +16 | + 5 | 5 | 309 | | | | | | | |
| Chemicals, industrial | - 5 | + 4 | -19 | 13 | 880 | + 6 | 0 | 8 | 882 | 147 | 129 | 156 |
| Clothing and furnishings (except shoes) | -24 | -30 | -13 | 21 | 1,724 | -34 | - 8 | 10 | 879 | 144 | 198 | 141 |
| Coal | -27 | -12 | -10 | 10 | 4,033 | +70 | +25 | 4 | 4,704 | 381 | 128 | 224 |
| Confectionery | - 1 | + 2 | - 1 | 41 | 1,516 | +34 | +33 | 20 | 1,162 | 119 | 89 | 92 |
| Middle Atlantic | + 4 | + 6 | - 3 | 5 | 249 | c | c | c | c | c | c | c |
| East North Central | - 7 | + 1 | - 9 | 5 | 147 | c | c | c | c | c | c | c |
| West North Central | +10 | - 1 | +17 | 4 | 316 | c | c | c | c | c | c | c |
| South Atlantic | + 2 | +10 | - 2 | 11 | 253 | c | c | c | c | c | c | c |
| East South Central | -11 | - 3 | 0 | 6 | 119 | c | c | c | c | c | c | c |
| West South Central | - 9 | -27 | + 9 | 4 | 119 | c | c | c | c | c | c | c |
| Dairy and poultry products | -10 | + 5 | -13 | 30 | 4,043 | -18 | +17 | 17 | 1,058 | 39 | 45 | 35 |
| Middle Atlantic | -20 | -12 | -22 | 7 | 628 | -51 | +11 | 4 | 293 | 53 | 86 | 43 |
| East North Central | - 9 | +13 | - 1 | 12 | 1,344 | c | c | c | c | c | c | c |
| South Atlantic | - 4 | - 5 | - 5 | 4 | 221 | c | c | c | c | c | c | c |
| Drugs and sundries (liquor excluded) | + 5 | + 1 | + 1 | 158 | 37,115 | - 1 | - 3 | 119 | 51,430 | 180 | 190 | 187 |
| New England | + 9 | + 2 | + 2 | 11 | 1,970 | + 3 | - 5 | 9 | 2,600 | 178 | 186 | 190 |
| Middle Atlantic | + 4 | + 6 | - 2 | 20 | 7,302 | - 3 | - 3 | 14 | 6,800 | 153 | 159 | 160 |
| East North Central | + 3 | - 1 | + 2 | 25 | 6,816 | - 1 | - 3 | 18 | 7,878 | 166 | 172 | 170 |
| West North Central | + 4 | - 2 | + 2 | 16 | 3,937 | - 2 | - 4 | 15 | 6,859 | 176 | 187 | 181 |
| South Atlantic | + 6 | 0 | + 3 | 27 | 4,711 | 0 | - 4 | 19 | 6,660 | 208 | 224 | 216 |
| East South Central | + 3 | + 1 | 0 | 17 | 2,839 | - 4 | - 5 | 11 | 4,203 | 190 | 205 | 203 |
| West South Central | +11 | + 4 | + 5 | 17 | 3,789 | + 3 | - 3 | 13 | 6,002 | 202 | 219 | 218 |
| Mountain | + 2 | - 4 | + 1 | 9 | 1,546 | + 8 | 0 | 7 | 3,037 | 204 | 191 | 196 |
| Pacific | + 5 | 0 | - 1 | 16 | 4,205 | - 4 | - 2 | 13 | 7,391 | 179 | 197 | 184 |
| Dry goods | -18 | - 3 | -21 | 154 | 31,458 | -26 | - 5 | 104 | 64,072 | 249 | 265 | 249 |
| New England | - 4 | + 3 | -14 | 5 | 191 | -12 | -15 | 5 | 321 | 168 | 183 | 203 |
| Middle Atlantic | -18 | + 4 | -23 | 40 | 3,878 | -18 | - 4 | 21 | 4,477 | 238 | 228 | 261 |
| East North Central | -12 | 0 | -18 | 13 | 1,762 | -14 | - 4 | 12 | 3,755 | 216 | 221 | 225 |
| West North Central | -17 | - 5 | -18 | 10 | 5,158 | -24 | - 6 | 10 | 11,490 | 223 | 242 | 225 |
| South Atlantic | -12 | + 1 | -16 | 20 | 2,276 | -19 | - 4 | 13 | 4,366 | 238 | 258 | 249 |
| East South Central | -19 | - 4 | -18 | 16 | 1,323 | -25 | - 8 | 8 | 1,754 | 249 | 268 | 247 |
| West South Central | -23 | 0 | -17 | 13 | 1,212 | -32 | - 9 | 9 | 1,687 | 203 | 222 | 228 |
| Mountain | - 2 | - 1 | -13 | 7 | 699 | -19 | - 1 | 5 | 979 | 173 | 211 | 170 |
| Pacific | + 3 | + 2 | - 5 | 18 | 4,004 | +20 | - 3 | 9 | 6,891 | 357 | 284 | 341 |
| Farm supplies | -12 | - 2 | -10 | 15 | 2,416 | -37 | + 1 | 9 | 624 | 59 | 86 | 55 |
| Fresh fruits and vegetables | +11 | + 5 | - 2 | 65 | 6,209 | +10 | +12 | 35 | 825 | 23 | 25 | 20 |
| New England | + 1 | +33 | -10 | 10 | 589 | c | c | c | c | c | c | c |
| Middle Atlantic | -10 | +16 | -11 | 18 | 1,705 | c | c | c | c | c | c | c |
| East North Central | + 6 | +10 | - 2 | 15 | 1,306 | c | c | c | c | c | c | c |
| South Atlantic | +28 | +10 | +11 | 6 | 436 | c | c | c | c | c | c | c |
| East South Central | -13 | + 8 | - 1 | 5 | 286 | c | c | c | c | c | c | c |

(Continued on next page)

#3966

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# MAY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1949 sample | | Percent change | | May 1949 sample | | | | |
| | May 1949 from May 1948 | May 1949 from Apr. 1949 | 5 mos. 1949 from 5 mos. 1948[b] | No. of firms reporting | Reported dollar sales (add 000) | May 1949 from May 1948 | May 1949 from Apr. 1949 | No. of firms reporting | Reported dollar values (add 000) | May 1949 | May 1948 | Apr. 1949 |
| Groceries, total | + 1 | + 3 | + 1 | 555 | $91,389 | - 4 | - 2 | 328 | $83,416 | 142 | 148 | 149 |
| Non-affiliated full-line wholesalers[d] | + 2 | + 3 | + 1 | 318 | 42,906 | - 2 | - 1 | 176 | 43,323 | 144 | 153 | 149 |
| New England | - 1 | + 8 | - 8 | 5 | 540 | c | c | c | c | c | c | c |
| Middle Atlantic | 0 | + 3 | + 3 | 20 | 1,721 | - 6 | - 1 | 8 | 1,281 | 136 | 149 | 142 |
| East North Central | + 7 | + 2 | + 4 | 57 | 8,471 | + 1 | + 2 | 26 | 9,531 | 159 | 165 | 159 |
| West North Central | +17 | +10 | +11 | 46 | 9,062 | + 3 | +10 | 35 | 11,236 | 141 | 165 | 142 |
| South Atlantic | - 5 | + 3 | - 6 | 59 | 6,125 | - 8 | - 4 | 23 | 3,041 | 112 | 124 | 124 |
| East South Central | -12 | - 1 | -12 | 28 | 2,465 | -13 | - 3 | 17 | 2,188 | 125 | 124 | 127 |
| West South Central | - 3 | - 1 | - 3 | 80 | 10,472 | - 4 | -11 | 50 | 9,329 | 129 | 131 | 143 |
| Mountain | - 6 | + 4 | - 4 | 16 | 2,035 | - 4 | - 3 | 13 | 3,667 | 210 | 209 | 227 |
| Pacific | + 4 | - 3 | + 9 | 7 | 2,015 | c | c | c | c | c | c | c |
| Voluntary-group wholesalers | - 4 | + 4 | - 2 | 130 | 31,831 | - 7 | - 4 | 95 | 29,839 | 147 | 152 | 158 |
| New England | - 6 | - 1 | - 1 | 10 | 2,563 | - 4 | - 2 | 4 | 745 | 147 | 170 | 165 |
| Middle Atlantic | - 1 | + 5 | - 1 | 31 | 7,950 | - 3 | -13 | 15 | 3,114 | 149 | 150 | 170 |
| East North Central | - 5 | + 2 | - 2 | 37 | 7,937 | - 6 | - 2 | 27 | 6,935 | 131 | 130 | 138 |
| West North Central | - 6 | + 8 | + 2 | 22 | 4,786 | - 1 | - 1 | 22 | 10,127 | 212 | 201 | 231 |
| South Atlantic | - 2 | + 6 | - 2 | 7 | 1,023 | - 9 | - 4 | 5 | 768 | 127 | 137 | 138 |
| Pacific | - 3 | + 1 | - 4 | 9 | 5,795 | -21 | - 4 | 8 | 5,483 | 105 | 129 | 110 |
| Retailer-cooperative warehouses | +13 | + 8 | +12 | 19 | 7,858 | + 1 | - 1 | 11 | 5,396 | 130 | 133 | 137 |
| Specialty lines wholesalers | - 1 | + 3 | - 1 | 88 | 8,794 | - 3 | - 1 | 46 | 4,858 | 113 | 112 | 116 |
| New England | -13 | -15 | - 9 | 7 | 247 | - 9 | 0 | 4 | 81 | 43 | 42 | 35 |
| Middle Atlantic | - 9 | + 1 | - 7 | 20 | 3,045 | - 7 | + 4 | 10 | 1,900 | 130 | 118 | 127 |
| East North Central | +10 | - 6 | +14 | 10 | 607 | - 3 | + 1 | 5 | 156 | 67 | 74 | 66 |
| South Atlantic | + 1 | + 3 | + 2 | 21 | 1,102 | - 3 | - 2 | 8 | 563 | 90 | 95 | 92 |
| East South Central | + 4 | - 1 | + 5 | 5 | 397 | c | c | c | c | c | c | c |
| Mountain | -14 | +10 | - 9 | 4 | 699 | c | c | c | c | c | c | c |
| Pacific | +15 | + 9 | + 1 | 15 | 2,265 | +13 | - 7 | 10 | 1,053 | 170 | 173 | 185 |
| Leather and shoe findings | -14 | - 4 | - 9 | 26 | 439 | -11 | - 3 | 10 | 719 | 361 | 379 | 363 |
| Middle Atlantic | -12 | 0 | + 2 | 8 | 59 | c | c | c | c | c | c | c |
| West North Central | - 4 | -10 | - 7 | 4 | 43 | c | c | c | c | c | c | c |
| Pacific | -17 | - 5 | -13 | 6 | 228 | c | c | c | c | c | c | c |
| Meats and meat products | -17 | - 5 | -17 | 36 | 18,142 | -37 | 0 | 32 | 6,963 | 44 | 56 | 41 |
| Middle Atlantic | -23 | - 4 | -13 | 9 | 3,618 | -22 | - 2 | 9 | 1,618 | 45 | 44 | 44 |
| East North Central | -20 | - 7 | -14 | 11 | 7,642 | -51 | - 2 | 11 | 3,151 | 41 | 68 | 39 |
| South Atlantic | -14 | -22 | - 3 | 5 | 1,061 | -37 | - 6 | 4 | 393 | 37 | 50 | 31 |
| Paper and its products | -12 | - 5 | -12 | 53 | 6,268 | - 4 | 0 | 24 | 4,495 | 164 | 148 | 149 |
| New England | -11 | - 6 | - 9 | 4 | 220 | c | c | c | c | c | c | c |
| Middle Atlantic | -23 | -13 | -17 | 15 | 1,373 | -13 | - 2 | 9 | 1,011 | 122 | 116 | 106 |
| East North Central | - 6 | - 1 | -10 | 18 | 3,506 | - 6 | - 3 | 8 | 1,817 | 140 | 138 | 140 |
| South Atlantic | -12 | + 2 | -13 | 7 | 499 | c | c | c | c | c | c | c |
| Petroleum | + 7 | +14 | - 7 | 25 | 946 | - 4 | + 7 | 23 | 372 | 44 | 50 | 47 |
| Shoes and other footwear | -11 | -33 | -10 | 26 | 7,958 | +23 | +27 | 17 | 12,411 | 175 | 130 | 89 |
| New England | -34 | -25 | -25 | 4 | 405 | c | c | c | c | c | c | c |
| Middle Atlantic | -12 | - 5 | - 3 | 6 | 650 | c | c | c | c | c | c | c |
| South Atlantic | -29 | -43 | -15 | 4 | 806 | c | c | c | c | c | c | c |
| Pacific | - 8 | -11 | -24 | 5 | 245 | c | c | c | c | c | c | c |
| Tobacco products | + 3 | + 2 | - 1 | 241 | 25,230 | + 1 | + 5 | 111 | 6,355 | 56 | 56 | 54 |
| New England | + 6 | + 3 | + 1 | 19 | 2,524 | + 6 | - 1 | 6 | 174 | 41 | 40 | 41 |
| East North Central | + 5 | + 4 | + 1 | 54 | 6,441 | +13 | + 9 | 20 | 1,419 | 50 | 47 | 48 |
| West North Central | 0 | + 5 | - 3 | 40 | 3,765 | - 3 | + 1 | 19 | 1,206 | 68 | 64 | 69 |
| South Atlantic | + 7 | + 1 | + 1 | 15 | 1,717 | + 5 | - 1 | 11 | 833 | 57 | 59 | 58 |
| West South Central | +11 | 0 | + 7 | 28 | 2,178 | c | c | c | c | c | c | c |
| Mountain | + 3 | - 7 | + 6 | 19 | 1,107 | +10 | 0 | 12 | 273 | 68 | 67 | 70 |
| Pacific | + 7 | + 4 | - 3 | 18 | 2,303 | - 1 | - 4 | 7 | 365 | 52 | 57 | 56 |
| Wines and distilled spirits[e] | + 3 | + 9 | c | 205 | 39,286 | c | c | c | c | c | c | c |
| New England | + 8 | +10 | c | 13 | 1,706 | c | c | c | c | c | c | c |
| Middle Atlantic | +10 | +19 | c | 27 | 9,266 | c | c | c | c | c | c | c |
| East North Central | + 3 | +10 | c | 35 | 6,213 | c | c | c | c | c | c | c |
| West North Central | -10 | - 2 | c | 24 | 2,745 | c | c | c | c | c | c | c |
| South Atlantic | - 2 | + 7 | c | 33 | 6,277 | c | c | c | c | c | c | c |
| East South Central | + 1 | + 2 | c | 14 | 2,559 | c | c | c | c | c | c | c |
| West South Central | + 9 | - 6 | c | 15 | 1,809 | c | c | c | c | c | c | c |
| Mountain | +14 | + 3 | c | 15 | 1,384 | c | c | c | c | c | c | c |
| Pacific | + 3 | +10 | c | 29 | 7,327 | c | c | c | c | c | c | c |
| Miscellaneous | - 7 | - 4 | - 9 | 10 | 1,908 | + 1 | - 7 | 6 | 1,969 | 299 | 197 | 300 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

#3965

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# MONTHLY
# WHOLESALE TRADE
# REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
J. C. Capt, *Director*

FOR RELEASE
AUGUST 1, 1949

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### JUNE 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,083 wholesale houses in various lines of trade.

SALES

Cumulative sales for the first six months of 1949 dropped 7 percent below the sales level established for the corresponding period a year ago, reflecting the 8, 3, 7, 12, 5 and 8 percent year-to-year declines reported for each of the six months from January through June, respectively.

Wholesalers' sales for the month of June advanced slightly (1%) over the previous month but decreased 8 percent below the sales volume recorded in the same month a year ago.

June sales (with but few exceptions) for all trades presented in this release, continue below the corresponding 1948 volume, although gains were noted in beer, drugs, wines and liquors, and a few others. Seasonal trends, however, show considerable variation, ranging from a 1 percent increase in optical goods to 18 percent in shoes and other footwear. In contrast, many trades reflect decreases--from 1 percent in the automotive supplies, electrical group and leather and shoe findings to 32 percent in farm supplies.

INVENTORY

Inventories for June 30 (valued at cost) are 4 percent in excess of the dollar value of stocks on hand a year ago but 5 percent lower than reported at the end of the previous month. Expressed in terms of stock-sales ratios, a drop of 8 points is noted from the previous month, while a gain of 22 points is recorded over the 135 established in June 1948.

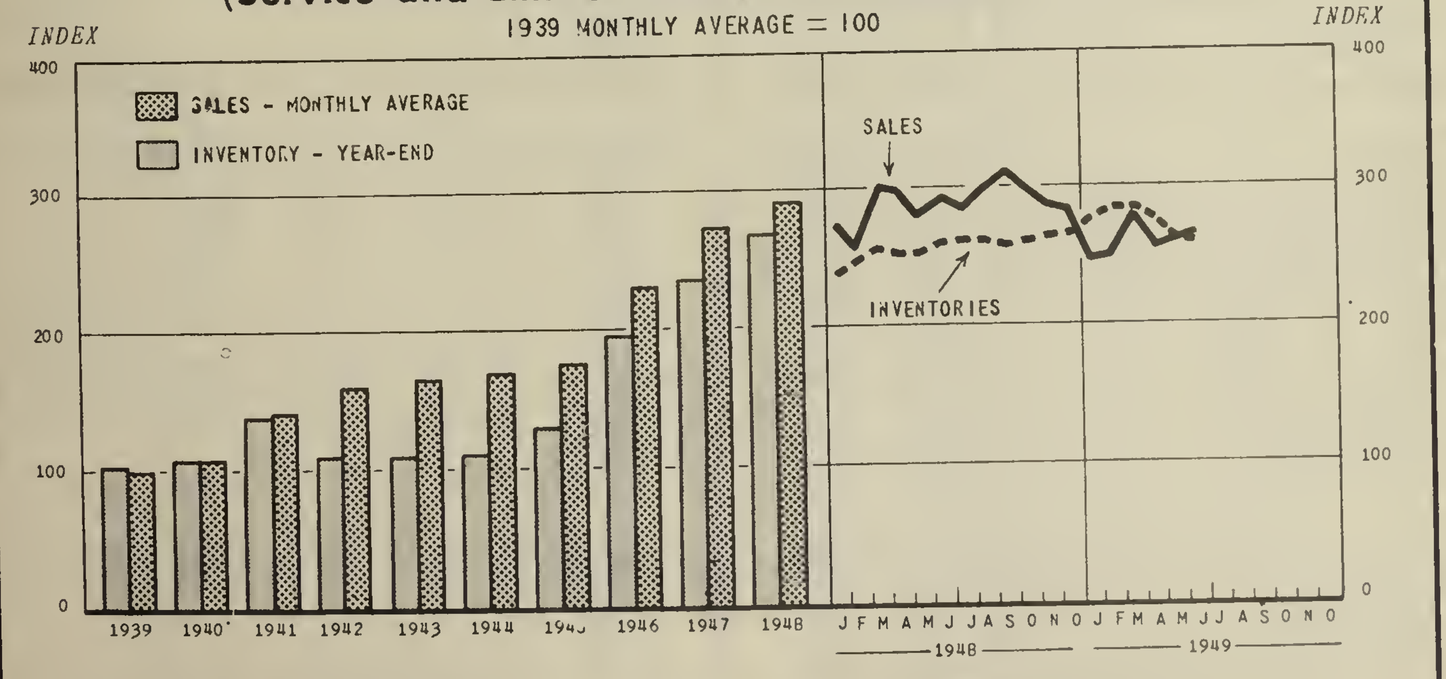
RETAIL TRADE

According to the Bureau's monthly retail trade report, June sales of independent retail stores reported little or no change over the previous month but a slight decrease (1%) below June 1948. Cumulative sales for the first six months of 1949 were 1 percent below the corresponding period a year ago.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES***

**(Service and Limited Function Wholesalers Only)**

1939 MONTHLY AVERAGE = 100



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1949 sample | | Percent change | | June 1949 sample | | | | |
| | June 1949 from June 1948 | June 1949 from May 1949 | 6 mos. 1949 from 6 mos. 1948 b | No. of firms reporting | Reported dollar sales (add 000) | June 1949 from June 1948 | June 1949 from May 1949 | No. of firms reporting | Reported dollar values (add 000) | June 1949 | June 1948 | May 1949 |
| United States | - 6 | + 1 | - 7 | 3,063 | $523,227 | + 4 | - 5 | 2,096 | $579,547 | 157 | 135 | 185 |
| New England | - 7 | + 4 | - 6 | 200 | 21,748 | +15 | - 9 | 133 | 23,077 | 157 | 127 | 176 |
| Middle Atlantic | - 6 | + 4 | - 5 | 606 | 97,650 | +13 | - 4 | 365 | 82,355 | 127 | 96 | 129 |
| East North Central | - 9 | + 1 | - 7 | 584 | 96,294 | + 7 | - 4 | 392 | 108,721 | 149 | 125 | 154 |
| West North Central | - 4 | + 2 | - 5 | 327 | 67,400 | + 5 | - 3 | 260 | 95,533 | 169 | 153 | 179 |
| South Atlantic | - 7 | - 2 | - 8 | 396 | 49,036 | +10 | - 3 | 271 | 58,151 | 153 | 130 | 154 |
| Eaet South Central | -13 | - 3 | -10 | 160 | 19,775 | 0 | - 7 | 104 | 20,073 | 140 | 125 | 149 |
| West South Central | - 5 | + 2 | - 3 | 287 | 47,682 | +19 | - 6 | 209 | 60,576 | 160 | 127 | 172 |
| Mountain | -11 | + 1 | - 7 | 144 | 18,413 | + 6 | - 9 | 103 | 19,091 | 139 | 115 | 151 |
| Pacific | - 6 | + 1 | - 6 | 320 | 54,687 | + 8 | - 7 | 215 | 75,521 | 184 | 164 | 210 |
| Automotive supplies | -12 | - 1 | -10 | 221 | 14,145 | - 3 | - 2 | 141 | 14,039 | 243 | 211 | 251 |
| New England | - 7 | +24 | -13 | 8 | 297 | -14 | - 8 | 4 | 405 | 161 | 208 | 253 |
| Middle Atlantic | - 9 | + 4 | -11 | 37 | 920 | - 4 | - 2 | 31 | 1,535 | 220 | 211 | 234 |
| East North Central | -16 | + 5 | -18 | 40 | 1,726 | - 2 | - 5 | 30 | 2,864 | 202 | 172 | 223 |
| West North Central | -13 | - 5 | - 6 | 32 | 2,683 | + 2 | - 3 | 26 | 4,940 | 277 | 239 | 270 |
| South Atlantic | -14 | - 1 | -14 | 15 | 613 | + 1 | - 1 | 10 | 1,055 | 233 | 186 | 232 |
| West South Central | -28 | - 1 | -20 | 15 | 709 | - 9 | + 8 | 11 | 1,457 | 232 | 182 | 218 |
| Mountain | -16 | + 1 | -10 | 15 | 654 | - 4 | + 4 | 6 | 517 | 240 | 212 | 233 |
| Pacific | -13 | + 4 | -12 | 43 | 1,695 | -13 | 0 | 21 | 1,266 | 383 | 309 | 377 |
| Electrical group, total | - 8 | - 1 | - 5 | 563 | 104,808 | + 9 | -10 | 500 | 154,339 | 152 | 132 | 167 |
| Full-line wholeealers | - 5 | - 2 | - 5 | 385 | 91,633 | +10 | -10 | 376 | 139,188 | 154 | 133 | 168 |
| New England | - 4 | - 5 | - 5 | 30 | 4,872 | + 4 | -16 | 30 | 8,192 | 168 | 155 | 190 |
| Middle Atlantic | - 6 | - 3 | + 1 | 44 | 12,641 | +17 | -10 | 42 | 19,222 | 152 | 120 | 165 |
| East North Central | -14 | - 7 | - 7 | 75 | 20,438 | +15 | - 7 | 73 | 32,972 | 164 | 122 | 163 |
| West North Central | - 7 | - 5 | - 3 | 40 | 10,577 | + 6 | -10 | 40 | 14,162 | 134 | 116 | 140 |
| South Atlantic | - 1 | - 3 | - 3 | 59 | 12,276 | +10 | - 9 | 57 | 18,497 | 157 | 142 | 168 |
| East South Central | + 2 | + 1 | - 3 | 22 | 4,400 | + 1 | -12 | 21 | 5,011 | 115 | 116 | 134 |
| West South Central | +11 | +12 | + 4 | 43 | 9,886 | +20 | -13 | 43 | 13,290 | 134 | 124 | 174 |
| Mountain | -19 | - 9 | - 6 | 26 | 3,233 | + 1 | -13 | 27 | 5,588 | 176 | 141 | 164 |
| Pacific | + 1 | + 4 | -12 | 44 | 13,106 | - 1 | -13 | 43 | 22,254 | 171 | 175 | 203 |
| Wiring supplies, construction materials distributors | -22 | + 1 | -13 | 104 | 4,921 | + 1 | - 4 | 70 | 5,763 | 150 | 113 | 157 |
| New England | -20 | +12 | -11 | 13 | 469 | c | c | c | c | c | c | c |
| Middle Atlantic | -14 | 0 | - 2 | 28 | 979 | + 1 | - 1 | 17 | 1,100 | 132 | 112 | 134 |
| East North Central | -19 | + 4 | -17 | 25 | 1,036 | - 9 | - 2 | 19 | 1,497 | 165 | 151 | 180 |
| West North Central | - 3 | + 7 | - 3 | 5 | 425 | +36 | - 6 | 5 | 588 | 138 | 96 | 160 |
| South Atlantic | -36 | - 4 | -22 | 17 | 1,263 | - 1 | - 4 | 12 | 1,384 | 135 | 61 | 137 |
| Pacific | -29 | 0 | -23 | 7 | 166 | - 9 | - 4 | 6 | 383 | 239 | 168 | 248 |
| Appliances and specialties wholesalers | - 5 | + 5 | - 6 | 74 | 6,254 | + 3 | - 7 | 54 | 9,386 | 134 | 123 | 151 |
| Middle Atlantic | -26 | + 4 | + 2 | 12 | 685 | -27 | -13 | 7 | 722 | 147 | 136 | 163 |
| East North Central | + 3 | + 5 | - 1 | 16 | 1,914 | + 5 | - 6 | 9 | 1,193 | 87 | 90 | 100 |
| Weet North Central | + 2 | - 1 | - 6 | 9 | 385 | + 4 | + 3 | 7 | 790 | 251 | 248 | 241 |
| South Atlantic | + 6 | + 1 | - 6 | 13 | 1,991 | +23 | -10 | 11 | 1,690 | 117 | 100 | 129 |
| Mountain | -20 | + 4 | -27 | 5 | 683 | + 5 | -22 | 5 | 949 | 139 | 107 | 165 |
| Pacific | -22 | +14 | -12 | 6 | 673 | +12 | +10 | 6 | 1,362 | 160 | 112 | 166 |
| Furniture and house furnishings | -11 | + 3 | -10 | 40 | 10,541 | +40 | - 3 | 23 | 16,609 | 184 | 121 | 199 |
| Middle Atlantic | -34 | -15 | - 6 | 10 | 1,117 | c | c | c | c | c | c | c |
| East North Central | -11 | - 2 | - 3 | 4 | 920 | c | c | c | c | c | c | c |
| South Atlantic | - 9 | - 6 | + 3 | 5 | 675 | c | c | c | c | c | c | c |
| Mountain | - 4 | +27 | -11 | 4 | 282 | c | c | c | c | c | c | c |
| Pacific | -31 | + 1 | -21 | 7 | 211 | c | c | c | c | c | c | c |
| Hardware | -14 | - 4 | -13 | 127 | 43,011 | - 3 | - 5 | 92 | 62,031 | 237 | 213 | 244 |
| New England | -22 | -17 | -15 | 4 | 533 | c | c | c | c | c | c | c |
| Middle Atlantic | -12 | - 6 | - 6 | 26 | 6,264 | + 1 | - 6 | 18 | 9,276 | 182 | 166 | 189 |
| East North Central | -11 | - 4 | -16 | 17 | 6,795 | - 6 | - 3 | 16 | 19,938 | 236 | 221 | 234 |
| West North Central | - 7 | + 5 | -12 | 15 | 9,354 | + 2 | - 2 | 15 | 21,972 | 235 | 213 | 253 |
| South Atlantic | -21 | -18 | - 6 | 22 | 3,355 | + 7 | + 3 | 17 | 6,999 | 256 | 201 | 199 |
| East South Central | -23 | -17 | -12 | 12 | 3,173 | + 5 | - 4 | 5 | 3,062 | 190 | 146 | 162 |
| West South Central | -13 | + 4 | -12 | 13 | 3,977 | -10 | - 5 | 6 | 4,063 | 240 | 226 | 277 |
| Mountain | -10 | +14 | - 6 | 5 | 1,694 | c | c | c | c | c | c | c |
| Pacific | -23 | - 5 | -19 | 13 | 5,686 | -13 | -13 | 10 | 14,623 | 290 | 262 | 337 |
| Industrial eupplies | -21 | - 4 | - 9 | 65 | 9,217 | +17 | - 3 | 44 | 17,484 | 263 | 174 | 259 |
| New England | -22 | + 2 | -13 | 7 | 329 | + 1 | 0 | 5 | 1,234 | 488 | 364 | 482 |
| Middle Atlantic | -28 | -12 | -16 | 19 | 1,396 | - 6 | - 3 | 11 | 2,015 | 217 | 170 | 196 |
| East North Central | -15 | + 7 | - 9 | 9 | 636 | + 3 | - 2 | 7 | 646 | 207 | 176 | 230 |
| West North Central | + 7 | +21 | -14 | 7 | 659 | c | c | c | c | c | c | c |
| South Atlantic | -26 | + 9 | -16 | 7 | 570 | + 8 | - 2 | 6 | 1,225 | 217 | 149 | 243 |
| West South Central | -25 | -10 | 0 | 8 | 3,471 | + 8 | - 2 | 5 | 7,352 | 296 | 199 | 272 |
| Pacific | -22 | - 1 | -14 | 7 | 1,639 | c | c | c | c | c | c | c |
| Jewelry | -27 | -17 | -17 | 145 | 4,388 | -11 | + 5 | 80 | 11,688 | 366 | 293 | 282 |
| New England | -20 | - 1 | -19 | 7 | 336 | c | c | c | c | c | c | c |
| Middle Atlantic | -30 | -11 | -22 | 39 | 905 | c | c | c | c | c | c | c |
| East North Central | -30 | -16 | -17 | 45 | 1,267 | c | c | c | c | c | c | c |
| West North Central | -16 | -21 | - 9 | 13 | 666 | c | c | c | c | c | c | c |
| South Atlantic | -22 | -11 | -14 | 6 | 162 | c | c | c | c | c | c | c |
| Pacific | -29 | -20 | -19 | 28 | 926 | c | c | c | c | c | c | c |

(Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION JUNE 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1949 sample | | Percent change | | June 1949 sample | | | | |
| | June 1949 from June 1948 | June 1949 from May 1949 | 6 mos. 1949 from 6 mos. 1948b | No. of firms reporting | Reported dollar sales (add 000) | June 1949 from June 1948 | June 1949 from May 1949 | No. of firms reporting | Reported dollar values (add 000) | June 1949 | June 1948 | May 1949 |
| Lumber and building materials | - 1 | + 4 | - 4 | 59 | $11,925 | + 6 | - 4 | 33 | $10,069 | 121 | 124 | 134 |
| Middle Atlantic | + 3 | + 5 | +12 | 12 | 2,754 | c | c | c | c | c | c | c |
| East North Central | -11 | + 8 | -17 | 12 | 1,337 | +29 | + 2 | 7 | 1,097 | 123 | 90 | 132 |
| West North Central | +36 | +11 | +23 | 6 | 2,108 | c | c | c | c | c | c | c |
| South Atlantic | -22 | - 4 | -16 | 8 | 1,179 | - 5 | - 3 | 5 | 1,072 | 169 | 143 | 167 |
| East South Central | -18 | - 3 | -20 | 4 | 671 | c | c | c | c | c | c | c |
| Mountain | +11 | +11 | - 7 | 4 | 2,024 | c | c | c | c | c | c | c |
| Pacific | -16 | - 4 | -17 | 10 | 1,643 | - 4 | -10 | 8 | 1,642 | 139 | 138 | 151 |
| Machinery equipment, supplies (except electrical) | -16 | - 7 | - 9 | 46 | 5,259 | +14 | + 2 | 32 | 9,847 | 221 | 174 | 198 |
| New England | -35 | - 7 | -22 | 5 | 310 | c | c | c | c | c | c | c |
| Middle Atlantic | -25 | 0 | -15 | 7 | 559 | - 3 | - 4 | 4 | 1,052 | 214 | 167 | 221 |
| East North Central | -26 | + 2 | -17 | 10 | 597 | - 2 | - 3 | 7 | 742 | 203 | 184 | 189 |
| Pacific | -33 | -30 | -27 | 8 | 544 | c | c | c | c | c | c | c |
| Metals | -24 | 0 | -11 | 22 | 4,732 | +33 | + 2 | 12 | 7,329 | 237 | 141 | 224 |
| Optical goods | - 7 | + 1 | + 7 | 11 | 261 | + 3 | - 7 | 5 | 144 | 137 | 144 | 157 |
| Paints and varnishes | - 2 | + 5 | - 7 | 22 | 1,594 | +10 | +14 | 12 | 1,084 | 131 | 112 | 128 |
| Middle Atlantic | -10 | - 8 | - 9 | 4 | 104 | c | c | c | c | c | c | c |
| East North Central | -15 | + 6 | -12 | 6 | 607 | c | c | c | c | c | c | c |
| South Atlantic | + 3 | +20 | - 8 | 4 | 387 | c | c | c | c | c | c | c |
| Plumbing and heating supplies | -18 | + 2 | -14 | 54 | 4,215 | + 5 | - 5 | 31 | 4,362 | 187 | 152 | 207 |
| New England | -18 | +11 | -17 | 6 | 231 | c | c | c | c | c | c | c |
| Middle Atlantic | -16 | +11 | -16 | 17 | 1,020 | +20 | + 3 | 8 | 852 | 198 | 159 | 245 |
| East North Central | -15 | + 1 | -11 | 13 | 1,045 | - 1 | - 8 | 11 | 1,616 | 179 | 154 | 194 |
| West North Central | -13 | +11 | -14 | 7 | 607 | +18 | - 5 | 5 | 879 | 174 | 127 | 208 |
| Refrigeration equipment, parts (commercial) | - 8 | +14 | -10 | 23 | 1,190 | 0 | + 1 | 17 | 1,844 | 208 | 198 | 237 |
| Middle Atlantic | - 3 | +13 | - 7 | 6 | 321 | c | c | c | c | c | c | c |
| Pacific | -13 | + 2 | -18 | 5 | 181 | c | c | c | c | c | c | c |
| Surgical, medical, equipment, supplies | + 2 | + 5 | + 1 | 24 | 2,904 | +11 | - 3 | 18 | 2,893 | 113 | 104 | 122 |
| Middle Atlantic | + 5 | + 8 | 0 | 5 | 206 | c | c | c | c | c | c | c |
| East North Central | + 3 | + 5 | + 6 | 7 | 2,137 | c | c | c | c | c | c | c |
| Beer | +13 | +11 | +11 | 41 | 3,009 | + 9 | + 6 | 29 | 649 | 26 | 28 | 27 |
| Middle Atlantic | +53 | +23 | +29 | 8 | 570 | c | c | c | c | c | c | c |
| East North Central | -10 | +18 | - 7 | 10 | 426 | c | c | c | c | c | c | c |
| West North Central | +19 | + 6 | +20 | 6 | 1,115 | c | c | c | c | c | c | c |
| South Atlantic | +15 | + 8 | + 8 | 5 | 424 | c | c | c | c | c | c | c |
| Pacific | - 9 | + 6 | + 2 | 5 | 328 | c | c | c | c | c | c | c |
| Chemicals, industrial | -28 | + 4 | -20 | 12 | 923 | -14 | 0 | 9 | 458 | 62 | 49 | 63 |
| Clothing and furnishings (except shoes) | - 3 | + 6 | -11 | 22 | 2,134 | -26 | +24 | 12 | 956 | 200 | 268 | 136 |
| Middle Atlantic | - 4 | + 7 | -10 | 9 | 1,796 | c | c | c | c | c | c | c |
| East North Central | -12 | +13 | -26 | 5 | 127 | c | c | c | c | c | c | c |
| Coal | -34 | -13 | -12 | 8 | 2,682 | c | c | c | c | c | c | c |
| Confectionery | - 2 | 0 | - 1 | 43 | 1,616 | + 3 | -22 | 19 | 914 | 97 | 94 | 125 |
| Middle Atlantic | - 5 | - 5 | - 4 | 7 | 471 | c | c | c | c | c | c | c |
| South Atlantic | - 7 | - 6 | - 3 | 12 | 240 | c | c | c | c | c | c | c |
| East South Central | - 5 | - 1 | - 1 | 7 | 130 | c | c | c | c | c | c | c |
| West South Central | - 5 | - 6 | + 7 | 4 | 112 | c | c | c | c | c | c | c |
| Dairy and poultry products | -14 | +12 | -14 | 26 | 5,879 | -14 | +17 | 16 | 2,555 | 52 | 52 | 49 |
| Middle Atlantic | -21 | +16 | -23 | 6 | 2,925 | c | c | c | c | c | c | c |
| East North Central | - 9 | +19 | - 2 | 11 | 1,372 | c | c | c | c | c | c | c |
| Drugs and sundries (liquor excluded)d | + 2 | + 4 | + 1 | 94 | 20,461 | + 2 | - 1 | 63 | 21,078 | 190 | 157 | 161 |
| Dry goods | -28 | - 5 | -22 | 166 | 30,492 | -34 | - 3 | 118 | 62,817 | 248 | 261 | 244 |
| New England | -16 | - 8 | -13 | 7 | 517 | -30 | -12 | 7 | 853 | 165 | 195 | 172 |
| Middle Atlantic | -25 | - 3 | -24 | 44 | 4,895 | -11 | - 9 | 25 | 6,693 | 223 | 173 | 244 |
| East North Central | -22 | - 4 | -19 | 12 | 1,613 | -19 | - 4 | 11 | 3,508 | 221 | 217 | 221 |
| West North Central | -27 | - 2 | -19 | 10 | 5,049 | -24 | - 1 | 9 | 11,342 | 227 | 218 | 222 |
| South Atlantic | -21 | -18 | -16 | 24 | 2,165 | -27 | - 4 | 17 | 5,252 | 284 | 310 | 243 |
| East South Central | -30 | -18 | -20 | 17 | 1,147 | -31 | - 2 | 11 | 2,377 | 294 | 297 | 254 |
| West South Central | -29 | - 7 | -19 | 15 | 1,379 | -34 | - 3 | 12 | 2,580 | 221 | 243 | 212 |
| Mountain | -16 | - 7 | -13 | 7 | 649 | -15 | + 4 | 4 | 878 | 189 | 194 | 164 |
| Pacific | - 5 | 0 | - 5 | 18 | 2,969 | -13 | - 4 | 10 | 2,256 | 274 | 279 | 261 |
| Farm supplies | -16 | -32 | -10 | 18 | 3,309 | -32 | + 2 | 9 | 639 | 68 | 83 | 59 |
| Middle Atlantic | - 6 | + 7 | -10 | 4 | 833 | c | c | c | c | c | c | c |
| East North Central | -11 | -15 | -10 | 5 | 401 | c | c | c | c | c | c | c |
| Fresh fruits and vegetables | + 1 | + 9 | - 2 | 61 | 7,315 | + 7 | - 5 | 35 | 846 | 24 | 21 | 25 |
| New England | - 6 | +25 | - 9 | 8 | 517 | c | c | c | c | c | c | c |
| Middle Atlantic | + 9 | +25 | - 7 | 16 | 2,058 | c | c | c | c | c | c | c |
| East North Central | +11 | + 6 | + 2 | 15 | 2,228 | c | c | c | c | c | c | c |
| South Atlantic | +19 | -10 | +12 | 7 | 447 | c | c | c | c | c | c | c |
| Pacific | 0 | + 6 | - 1 | 4 | 200 | c | c | c | c | c | c | c |

(Continued on next page)

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# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1949 sample | | Percent change | | June 1949 sample | | | | |
| | June 1949 from June 1948 | June 1949 from May 1949 | 6 mos. 1949 from 6 mos. 1948b | No. of firms reporting | Reported dollar sales (add 000) | June 1949 from June 1948 | June 1949 from May 1949 | No. of firms reporting | Reported dollar values (add 000) | June 1949 | June 1948 | May 1949 |
| Groceries, total | - 1 | + 9 | 0 | 539 | $87,790 | - 6 | - 3 | 334 | $67,311 | 117 | 124 | 132 |
| Non-affiliated full-line wholesalers[e] | + 2 | + 8 | + 1 | 303 | 43,025 | - 8 | - 5 | 178 | 35,815 | 117 | 132 | 133 |
| New England | - 4 | +16 | - 6 | 6 | 1,021 | c | c | c | c | c | c | c |
| Middle Atlantic | 0 | +11 | + 2 | 18 | 1,904 | -11 | - 3 | 8 | 1,230 | 105 | 119 | 122 |
| East North Central | + 6 | + 9 | + 5 | 49 | 8,441 | + 3 | - 4 | 21 | 8,430 | 138 | 142 | 156 |
| West North Central | +14 | +13 | +11 | 49 | 8,330 | -12 | - 9 | 37 | 6,809 | 98 | 128 | 122 |
| South Atlantic | - 8 | + 4 | - 6 | 57 | 5,944 | -10 | - 5 | 25 | 3,128 | 106 | 116 | 118 |
| East South Central | -10 | + 2 | -12 | 29 | 2,768 | -19 | - 4 | 15 | 2,270 | 113 | 122 | 118 |
| West South Central | 0 | + 4 | - 3 | 78 | 10,502 | - 8 | - 4 | 55 | 8,964 | 117 | 125 | 126 |
| Mountain | + 7 | + 4 | - 2 | 9 | 1,166 | -20 | -12 | 7 | 1,312 | 127 | 174 | 149 |
| Pacific | + 8 | +14 | +10 | 8 | 2,949 | - 4 | + 1 | 4 | 2,806 | 147 | 166 | 161 |
| Voluntary-group wholesalers | - 6 | + 8 | - 2 | 130 | 27,837 | - 8 | - 4 | 98 | 19,341 | 117 | 114 | 131 |
| New England | - 9 | +10 | - 3 | 8 | 2,620 | 0 | - 6 | 5 | 986 | 114 | 109 | 130 |
| Middle Atlantic | 0 | + 8 | - 1 | 35 | 8,800 | 0 | - 4 | 18 | 2,957 | 120 | 116 | 132 |
| East North Central | -10 | + 9 | - 4 | 38 | 8,690 | + 2 | 0 | 31 | 7,999 | 120 | 103 | 133 |
| West North Central | + 3 | + 1 | + 2 | 17 | 1,944 | -13 | - 6 | 17 | 2,134 | 110 | 131 | 117 |
| South Atlantic | - 6 | + 8 | - 3 | 10 | 1,611 | -10 | - 5 | 6 | 947 | 107 | 114 | 125 |
| Pacific | -11 | + 5 | - 4 | 8 | 2,331 | -19 | - 5 | 7 | 1,861 | 104 | 109 | 119 |
| Retailer-cooperative warehouses | + 3 | + 7 | +11 | 19 | 6,555 | + 1 | 0 | 11 | 5,370 | 123 | 127 | 130 |
| Middle Atlantic | + 3 | +10 | +11 | 6 | 1,290 | c | c | c | c | c | c | c |
| West North Central | + 7 | + 7 | +14 | 4 | 2,032 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | - 2 | +17 | - 3 | 87 | 10,373 | - 4 | + 6 | 47 | 6,785 | 107 | 118 | 135 |
| New England | +11 | +24 | - 6 | 7 | 166 | c | c | c | c | c | c | c |
| Middle Atlantic | 0 | +12 | - 6 | 20 | 3,405 | - 7 | - 8 | 10 | 1,754 | 103 | 116 | 130 |
| East North Central | +14 | +21 | +14 | 11 | 743 | + 1 | - 2 | 5 | 153 | 57 | 62 | 67 |
| South Atlantic | - 7 | + 2 | + 1 | 21 | 1,057 | - 3 | - 2 | 10 | 644 | 93 | 89 | 95 |
| East South Central | 0 | 0 | + 5 | 5 | 219 | c | c | c | c | c | c | c |
| Mountain | -10 | - 9 | -10 | 4 | 760 | c | c | c | c | c | c | c |
| Pacific | - 3 | +31 | - 3 | 13 | 3,553 | - 3 | +20 | 9 | 3,110 | 127 | 144 | 205 |
| Leather and shoe findings | -11 | - 1 | - 9 | 24 | 313 | -10 | 0 | 11 | 779 | 388 | 392 | 372 |
| Middle Atlantic | - 9 | + 4 | 0 | 7 | 51 | c | c | c | c | c | c | c |
| East North Central | -13 | + 2 | - 7 | 4 | 60 | c | c | c | c | c | c | c |
| West North Central | -15 | + 7 | - 8 | 4 | 46 | c | c | c | c | c | c | c |
| Pacific | -12 | - 3 | -13 | 5 | 111 | c | c | c | c | c | c | c |
| Meats and meat products | - 9 | -10 | -15 | 46 | 35,447 | -48 | -11 | 32 | 5,994 | 42 | 62 | 48 |
| Middle Atlantic | -18 | + 9 | -14 | 10 | 4,020 | -27 | - 1 | 10 | 1,611 | 40 | 15 | 44 |
| East North Central | -14 | +10 | -14 | 12 | 8,981 | -63 | - 9 | 10 | 2,252 | 45 | 96 | 50 |
| Pacific | -10 | -12 | - 2 | 4 | 3,050 | c | c | c | c | c | c | c |
| Paper and its products | -12 | + 6 | -12 | 58 | 6,930 | - 3 | 0 | 29 | 5,517 | 155 | 147 | 173 |
| New England | -13 | + 9 | -10 | 4 | 239 | c | c | c | c | c | c | c |
| Middle Atlantic | -14 | +15 | -17 | 18 | 1,684 | - 9 | 0 | 10 | 1,034 | 109 | 111 | 120 |
| East North Central | -14 | - 2 | -11 | 17 | 3,111 | -12 | - 7 | 9 | 1,638 | 120 | 123 | 140 |
| West North Central | -15 | + 3 | -12 | 4 | 268 | c | c | c | c | c | c | c |
| South Atlantic | -10 | + 6 | -12 | 7 | 527 | c | c | c | c | c | c | c |
| Pacific | - 6 | +22 | - 8 | 4 | 711 | c | c | c | c | c | c | c |
| Petroleum | - 9 | -10 | - 7 | 25 | 855 | -14 | + 8 | 24 | 457 | 54 | 58 | 45 |
| Shoes and other footwear | -12 | +18 | -11 | 29 | 18,824 | +21 | +13 | 18 | 14,029 | 209 | 138 | 173 |
| New England | -23 | + 5 | -25 | 4 | 426 | c | c | c | c | c | c | c |
| Middle Atlantic | -20 | -25 | - 5 | 7 | 593 | c | c | c | c | c | c | c |
| South Atlantic | -16 | + 7 | -15 | 4 | 861 | c | c | c | c | c | c | c |
| Pacific | -10 | + 1 | -22 | 6 | 274 | c | c | c | c | c | c | c |
| Tobacco products | - 2 | + 4 | - 1 | 235 | 31,460 | - 4 | - 2 | 127 | 11,225 | 57 | 57 | 60 |
| New England | + 3 | +10 | + 1 | 19 | 2,677 | +11 | - 5 | 6 | 182 | 35 | 31 | 41 |
| Middle Atlantic | - 5 | + 2 | - 4 | 54 | 11,928 | - 8 | - 4 | 36 | 6,145 | 66 | 67 | 68 |
| East North Central | - 1 | + 5 | + 1 | 47 | 5,535 | +13 | + 2 | 17 | 1,354 | 52 | 45 | 51 |
| West North Central | - 6 | + 3 | - 3 | 33 | 3,346 | -11 | - 5 | 19 | 1,048 | 52 | 53 | 61 |
| South Atlantic | + 9 | + 8 | + 3 | 15 | 2,447 | + 3 | - 2 | 13 | 926 | 38 | 41 | 42 |
| East South Central | - 5 | - 5 | - 1 | 7 | 595 | + 6 | + 6 | 4 | 290 | 76 | 62 | 63 |
| West South Central | + 3 | + 4 | + 5 | 26 | 2,231 | -10 | 0 | 12 | 601 | 49 | 52 | 49 |
| Mountain | + 4 | + 7 | + 6 | 19 | 1,187 | + 2 | - 2 | 13 | 282 | 61 | 67 | 70 |
| Pacific | + 1 | + 3 | - 2 | 15 | 1,514 | +16 | + 5 | 7 | 397 | 49 | 46 | 50 |
| Wines and distilled spirits[f] | + 4 | + 5 | c | 206 | 44,473 | c | - 4 | 163 | 45,447 | 141 | c | 153 |
| New England | - 8 | + 6 | c | 17 | 3,049 | c | - 4 | 13 | 2,638 | 109 | c | 133 |
| Middle Atlantic | +11 | +21 | c | 25 | 11,380 | c | +10 | 20 | 8,752 | 122 | c | 131 |
| East North Central | + 4 | - 1 | c | 34 | 6,743 | c | - 4 | 27 | 7,885 | 143 | c | 144 |
| West North Central | +15 | +20 | c | 25 | 5,263 | c | - 9 | 19 | 2,961 | 121 | c | 153 |
| South Atlantic | + 7 | - 1 | c | 28 | 4,491 | c | - 3 | 25 | 5,322 | 136 | c | 131 |
| East South Central | -21 | - 4 | c | 13 | 2,120 | c | -15 | 11 | 2,111 | 126 | c | 142 |
| West South Central | - 7 | -10 | c | 29 | 4,951 | c | - 7 | 23 | 8,980 | 205 | c | 199 |
| Mountain | + 9 | + 5 | c | 13 | 1,481 | c | -12 | 10 | 1,396 | 120 | c | 139 |
| Pacific | + 4 | - 7 | c | 22 | 4,995 | c | -12 | 15 | 5,402 | 148 | c | 192 |
| Miscellaneous | - 8 | - 4 | - 9 | 9 | 1,593 | - 9 | - 4 | 5 | 1,272 | 327 | 243 | 329 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d Information by geographic divisions to be published in June issue of "Trends in the Drug Trade."
e Not affiliated with voluntary or cooperative groups.
f Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:
New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
J. C. Capt, *Director*

FOR RELEASE
SEPTEMBER 1, 1949

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### JULY 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,422 wholesale houses in various lines of trade.

SALES

July sales lagged 8 percent behind those reported for the previous month and dropped 13 percent below the sales level established for the same month a year ago. Cumulative sales for the first seven months of this year are 8 percent below the corresponding period of 1948.

With but few exceptions, all trades covered by this report indicate lower dollar sales levels compared with the same month a year ago and with June 1949.

INVENTORIES

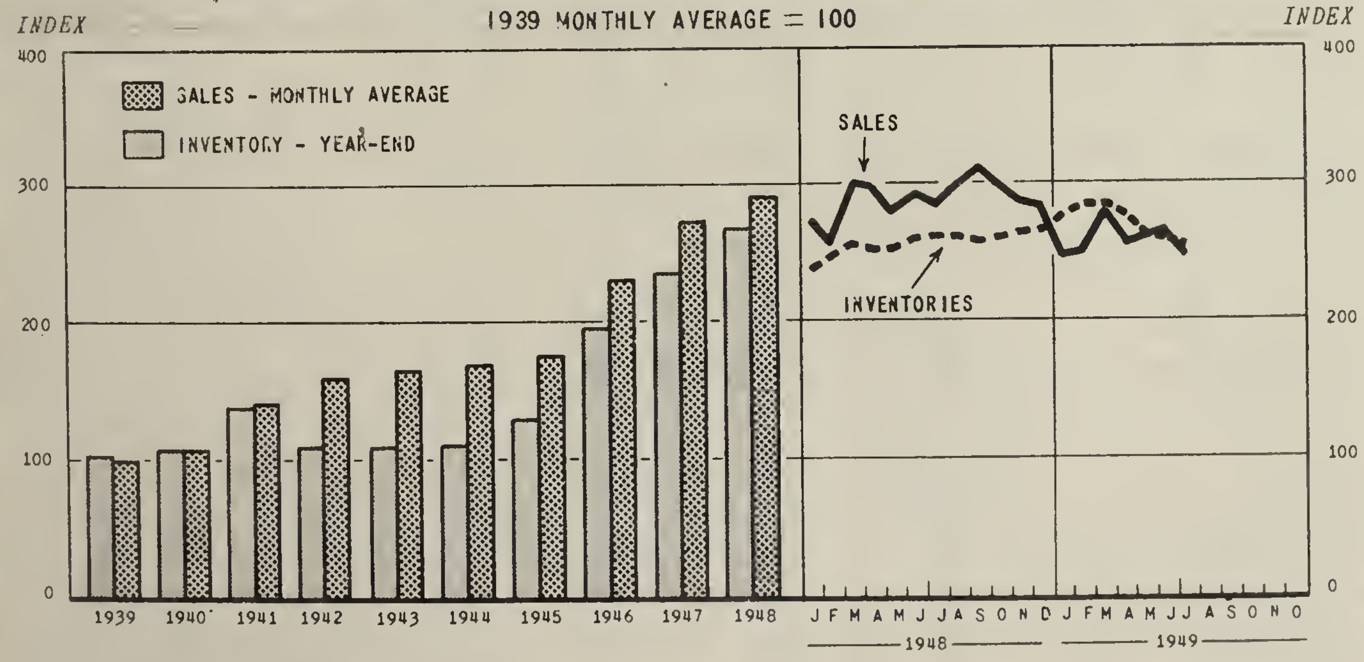
According to reports submitted by 2,406 firms reporting inventory in conjunction with sales, July inventories (valued at cost) declined 3 percent below the previous month's level, but represent little or no change compared with stocks on hand July 1948. The stock-sales ratio of 163 for July, however, is 22 points above the 141 recorded for the same month a year ago.

RETAIL TRADE

July sales of independent retail stores, as shown in the Bureau's MONTHLY RETAIL TRADE REPORT, recorded a 15 percent drop below the previous month and 7 percent below July 1948. Cumulative sales for the first seven months of 1949 are 2 percent below the corresponding period a year ago.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES***

**(Service and Limited Function Wholesalers Only)**



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JULY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1949 panel | | Percent change | | July 1949 panel | | | | |
| | July 1949 from July 1948 | July 1949 from June 1949 | 7 mos. 1949 from 7 mos. 1948[b] | No. of establishments reporting | Reported dollar sales (add 000) | July 1949 from July 1948 | July 1949 from June 1949 | No. of establishments reporting | Reported dollar values (add 000) | July 1949 | July 1948 | June 1949 |
| United States | -13 | -8 | -8 | 3,422 | $540,965 | 0 | -3 | 2,406 | $667,120 | 163 | 141 | 157 |
| New England | -18 | -11 | -10 | 217 | 22,752 | +8 | -3 | 145 | 26,491 | 170 | 128 | 154 |
| Middle Atlantic | -13 | -12 | -6 | 661 | 94,124 | +10 | -3 | 422 | 92,883 | 137 | 109 | 128 |
| East North Central | -14 | -9 | -8 | 634 | 96,041 | 0 | -4 | 444 | 113,837 | 147 | 127 | 141 |
| West North Central | -14 | -13 | -6 | 386 | 73,312 | -3 | -3 | 310 | 118,758 | 186 | 165 | 166 |
| South Atlantic | -9 | -3 | -6 | 425 | 51,810 | +9 | -3 | 302 | 64,507 | 155 | 131 | 156 |
| East South Central | -11 | -4 | -9 | 178 | 22,110 | -1 | 0 | 122 | 24,460 | 143 | 134 | 138 |
| West South Central | -10 | -6 | -4 | 306 | 46,123 | +13 | -5 | 223 | 61,781 | 165 | 131 | 165 |
| Mountain | -12 | -4 | -7 | 156 | 18,342 | +1 | -5 | 115 | 21,620 | 153 | 136 | 159 |
| Pacific | -18 | -12 | -9 | 388 | 63,897 | +3 | -3 | 262 | 94,005 | 199 | 156 | 181 |
| Automotive supplies | -16 | -1 | -11 | 217 | 10,787 | -4 | -3 | 151 | 15,973 | 248 | 214 | 253 |
| New England | -27 | -3 | -15 | 7 | 253 | c | c | c | c | c | c | c |
| Middle Atlantic | -18 | -5 | -12 | 38 | 891 | -3 | -2 | 33 | 1,605 | 230 | 194 | 221 |
| East North Central | -18 | -2 | -16 | 47 | 2,088 | -5 | -4 | 36 | 3,761 | 208 | 182 | 214 |
| West North Central | -8 | +6 | -8 | 33 | 2,924 | +4 | 0 | 29 | 5,074 | 265 | 245 | 285 |
| South Atlantic | -13 | -4 | -14 | 14 | 673 | -5 | +1 | 9 | 878 | 284 | 231 | 256 |
| West South Central | -36 | -6 | -23 | 15 | 670 | -17 | -12 | 10 | 1,212 | 209 | 183 | 227 |
| Mountain | -15 | -3 | -10 | 18 | 812 | -19 | -6 | 7 | 475 | 251 | 265 | 258 |
| Pacific | -13 | -3 | -12 | 46 | 2,440 | -8 | -2 | 23 | 3,418 | 303 | 266 | 304 |
| Electrical group, total | -12 | -8 | -6 | 618 | 102,237 | -2 | -11 | 541 | 143,405 | 147 | 133 | 152 |
| Full-line wholesalers | -11 | -7 | -6 | 391 | 84,241 | -3 | -11 | 380 | 122,695 | 148 | 135 | 155 |
| New England | -18 | -15 | -7 | 32 | 4,706 | -7 | -8 | 31 | 7,720 | 172 | 151 | 160 |
| Middle Atlantic | -16 | -15 | -2 | 48 | 11,297 | +2 | -11 | 46 | 17,633 | 158 | 130 | 151 |
| East North Central | -15 | -3 | -8 | 76 | 19,655 | +1 | -10 | 74 | 29,497 | 152 | 128 | 164 |
| West North Central | -8 | -7 | -4 | 39 | 9,251 | -10 | -15 | 39 | 11,493 | 124 | 126 | 136 |
| South Atlantic | -2 | 0 | -3 | 60 | 11,990 | -4 | -12 | 57 | 15,939 | 138 | 142 | 158 |
| East South Central | +9 | +2 | -1 | 22 | 4,489 | -6 | -5 | 21 | 4,739 | 107 | 126 | 115 |
| West South Central | +2 | -6 | +3 | 43 | 9,294 | +3 | -16 | 43 | 11,221 | 121 | 119 | 134 |
| Mountain | -13 | 0 | -9 | 28 | 3,231 | -6 | -9 | 27 | 5,068 | 159 | 147 | 176 |
| Pacific | -21 | -15 | -13 | 43 | 10,328 | -7 | -11 | 42 | 19,383 | 189 | 160 | 178 |
| Wiring supplies, construction materials distributors | -28 | -8 | -15 | 127 | 5,686 | -5 | -5 | 87 | 7,074 | 163 | 121 | 158 |
| New England | -28 | -16 | -14 | 13 | 395 | +3 | -2 | 5 | 237 | 199 | 139 | 132 |
| Middle Atlantic | -16 | -9 | -5 | 33 | 1,156 | -2 | -6 | 22 | 1,457 | 176 | 147 | 161 |
| East North Central | -25 | -3 | -18 | 31 | 1,449 | -11 | -3 | 24 | 2,099 | 168 | 143 | 168 |
| West North Central | -17 | -13 | -5 | 6 | 515 | +7 | -11 | 4 | 467 | 146 | 122 | 152 |
| South Atlantic | -43 | -5 | -25 | 20 | 1,222 | -8 | -8 | 14 | 1,385 | 133 | 78 | 135 |
| West South Central | -26 | -10 | -9 | 9 | 539 | +15 | -5 | 7 | 728 | 158 | 101 | 153 |
| Pacific | -37 | -16 | -25 | 9 | 237 | -17 | +4 | 8 | 558 | 241 | 183 | 195 |
| Appliances and specialties wholesalers | -6 | -10 | -6 | 100 | 12,310 | +5 | -10 | 74 | 13,638 | 132 | 116 | 131 |
| Middle Atlantic | -12 | -13 | -4 | 23 | 2,938 | +15 | -11 | 14 | 3,236 | 148 | 105 | 149 |
| East North Central | -6 | -20 | -2 | 17 | 1,480 | +3 | +2 | 9 | 1,308 | 132 | 123 | 92 |
| West North Central | -4 | -4 | -7 | 11 | 813 | +7 | -4 | 9 | 1,091 | 151 | 132 | 147 |
| South Atlantic | 0 | -4 | -7 | 17 | 2,732 | +1 | -20 | 15 | 2,450 | 104 | 103 | 124 |
| West South Central | -4 | -5 | -11 | 7 | 859 | -7 | -2 | 5 | 1,751 | 217 | 221 | 208 |
| Mountain | -29 | -11 | -27 | 8 | 813 | +2 | -1 | 8 | 1,290 | 159 | 111 | 143 |
| Pacific | -21 | -16 | -9 | 7 | 895 | +15 | -12 | 6 | 1,379 | 172 | 114 | 161 |
| Furniture and house furnishings | -27 | -31 | -12 | 59 | 7,896 | +27 | +1 | 42 | 18,285 | 288 | 160 | 185 |
| Middle Atlantic | -17 | -18 | -7 | 13 | 1,412 | c | c | c | c | c | c | c |
| East North Central | -32 | -36 | -6 | 4 | 587 | c | c | c | c | c | c | c |
| South Atlantic | -26 | -37 | 0 | 5 | 427 | c | c | c | c | c | c | c |
| West South Central | -12 | -8 | -5 | 4 | 565 | c | c | c | c | c | c | c |
| Mountain | -14 | -32 | -13 | 4 | 196 | c | c | c | c | c | c | c |
| Pacific | -39 | -15 | -20 | 8 | 241 | c | c | c | c | c | c | c |
| Hardware | -20 | -13 | -14 | 133 | 37,305 | -2 | -1 | 100 | 84,662 | 275 | 224 | 239 |
| New England | -26 | -31 | -16 | 4 | 367 | +8 | -2 | 4 | 1,729 | 471 | 324 | 330 |
| Middle Atlantic | -21 | -22 | -10 | 24 | 4,456 | +1 | +1 | 17 | 8,801 | 251 | 200 | 198 |
| East North Central | -18 | -12 | -16 | 17 | 6,595 | -6 | -4 | 16 | 15,959 | 251 | 218 | 232 |
| West North Central | -20 | -14 | -14 | 17 | 9,444 | 0 | -4 | 17 | 24,883 | 264 | 209 | 235 |
| South Atlantic | -14 | -3 | -9 | 22 | 3,490 | +8 | +2 | 15 | 7,787 | 261 | 205 | 250 |
| East South Central | -21 | +2 | -13 | 11 | 2,679 | +8 | 0 | 4 | 2,175 | 229 | 149 | 202 |
| West South Central | -12 | -13 | -12 | 13 | 3,474 | -7 | -2 | 7 | 5,028 | 265 | 252 | 244 |
| Mountain | -24 | -12 | -11 | 10 | 1,958 | +12 | +1 | 4 | 2,107 | 321 | 244 | 337 |
| Pacific | -25 | -18 | -19 | 15 | 4,842 | -7 | +4 | 13 | 16,187 | 357 | 285 | 275 |
| Industrial supplies | -25 | -12 | -12 | 71 | 8,777 | +1 | -5 | 46 | 17,611 | 269 | 213 | 268 |
| New England | -25 | -17 | -16 | 9 | 543 | -2 | -3 | 6 | 1,861 | 430 | 337 | 377 |
| Middle Atlantic | -39 | -28 | -18 | 18 | 962 | -13 | -5 | 10 | 1,614 | 279 | 223 | 234 |
| East North Central | -29 | -13 | -12 | 10 | 757 | +3 | -1 | 6 | 579 | 233 | 191 | 207 |
| West North Central | -19 | -19 | -14 | 9 | 682 | c | c | c | c | c | c | c |
| South Atlantic | -32 | -17 | -18 | 8 | 519 | +3 | +3 | 7 | 1,431 | 278 | 164 | 223 |
| West South Central | -24 | -9 | -3 | 6 | 3,164 | -1 | -9 | 5 | 6,703 | 255 | 214 | 296 |
| Pacific | -13 | +1 | -14 | 9 | 1,858 | +10 | -2 | 7 | 4,709 | 251 | 223 | 290 |
| Jewelry | -34 | -27 | -19 | 155 | 3,154 | -14 | 0 | 78 | 10,522 | 461 | 358 | 342 |
| New England | -37 | -34 | -21 | 6 | 210 | c | c | c | c | c | c | c |
| Middle Atlantic | -42 | -39 | -24 | 44 | 542 | -16 | -1 | 16 | 2,236 | 678 | 442 | 391 |
| East North Central | -36 | -26 | -19 | 43 | 921 | -21 | +2 | 22 | 2,970 | 430 | 352 | 321 |
| West North Central | -32 | -27 | -12 | 17 | 564 | 0 | -1 | 12 | 2,111 | 448 | 315 | 364 |
| Pacific | -25 | -15 | -20 | 34 | 788 | -15 | 0 | 19 | 2,704 | 395 | 348 | 327 |
| Lumber and building materials | -25 | -18 | -8 | 62 | 10,050 | +2 | -4 | 33 | 9,641 | 140 | 111 | 120 |
| Middle Atlantic | -21 | -21 | +7 | 13 | 2,231 | c | c | c | c | c | c | c |
| East North Central | -26 | -16 | -18 | 13 | 1,227 | +23 | -4 | 8 | 1,097 | 133 | 84 | 114 |
| West North Central | -27 | -24 | +13 | 6 | 1,603 | c | c | c | c | c | c | c |
| South Atlantic | -31 | -11 | -18 | 8 | 1,046 | -4 | 0 | 5 | 1,072 | 191 | 142 | 169 |
| East South Central | -36 | -29 | -23 | 4 | 479 | c | c | c | c | c | c | c |
| Mountain | -13 | -17 | -7 | 4 | 1,681 | c | c | c | c | c | c | c |
| Pacific | -28 | -12 | -19 | 11 | 1,585 | -7 | -1 | 6 | 1,623 | 159 | 131 | 139 |

(Continued on next page)

40920

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JULY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1949 panel | | Percent change | | July 1949 panel | | | | |
| | July 1949 from July 1948 | July 1949 from June 1949 | 7 mos. 1949 from 7 mos. 1948 b | No. of establishments reporting | Reported dollar sales (add 000) | July 1949 from July 1948 | July 1949 from June 1949 | No. of establishments reporting | Reported dollar values (add 000) | July 1949 | July 1948 | June 1949 |
| Machinery equipment, supplies (except electrical) | -17 | -10 | -10 | 51 | $5,138 | +8 | -5 | 36 | $10,050 | 225 | 179 | 219 |
| New England | -39 | -20 | -25 | 5 | 283 | c | c | c | c | c | c | c |
| Middle Atlantic | -39 | -19 | -18 | 7 | 431 | -8 | -4 | 4 | 876 | 232 | 160 | 196 |
| East North Central | -23 | -13 | -18 | 13 | 770 | -3 | -1 | 9 | 1,190 | 193 | 163 | 189 |
| South Atlantic | -26 | -32 | -20 | 5 | 158 | c | c | c | c | c | c | c |
| Pacific | -35 | -12 | -28 | 10 | 587 | +17 | -1 | 7 | 1,812 | 487 | 279 | 415 |
| Metals | -33 | -18 | -14 | 23 | 4,878 | +23 | -2 | 17 | 11,369 | 242 | 156 | 207 |
| Optical goods | -3 | -11 | +5 | 11 | 241 | -12 | -10 | 5 | 130 | 129 | 147 | 137 |
| Paints and varnishes | -12 | -2 | -9 | 54 | 5,470 | -10 | +1 | 44 | 13,555 | 283 | 281 | 261 |
| Middle Atlantic | -25 | -25 | -12 | 4 | 78 | c | c | c | c | c | c | c |
| East North Central | -14 | -12 | -12 | 6 | 537 | c | c | c | c | c | c | c |
| South Atlantic | -1 | -17 | -7 | 4 | 323 | c | c | c | c | c | c | c |
| Plumbing and heating supplies | -18 | -7 | -14 | 55 | 3,792 | +8 | -3 | 28 | 3,632 | 185 | 153 | 186 |
| New England | -14 | +7 | -17 | 7 | 273 | c | c | c | c | c | c | c |
| Middle Atlantic | -24 | -10 | -17 | 18 | 1,142 | -5 | -8 | 7 | 746 | 153 | 130 | 151 |
| East North Central | +4 | +9 | -9 | 10 | 612 | +20 | -3 | 7 | 691 | 190 | 169 | 221 |
| West North Central | -4 | -5 | -13 | 8 | 605 | +12 | -2 | 6 | 895 | 176 | 148 | 171 |
| Refrigeration equipment, parts (commercial) | -9 | -3 | -10 | 31 | 1,472 | -3 | +7 | 24 | 2,648 | 229 | 216 | 206 |
| Middle Atlantic | -11 | -6 | -8 | 6 | 302 | c | c | c | c | c | c | c |
| East North Central | +10 | +3 | +2 | 6 | 367 | 0 | +37 | 5 | 761 | 219 | 243 | 183 |
| South Atlantic | -9 | +5 | -6 | 5 | 245 | +7 | +5 | 5 | 484 | 198 | 168 | 197 |
| Pacific | -20 | -10 | -19 | 9 | 241 | -10 | -1 | 6 | 589 | 256 | 232 | 252 |
| Surgical, medical, equipment, supplies | +4 | -4 | +1 | 30 | 3,286 | +6 | +1 | 21 | 3,787 | 153 | 127 | 131 |
| Middle Atlantic | +2 | -11 | -2 | 7 | 302 | c | c | c | c | c | c | c |
| East North Central | +8 | -5 | +6 | 8 | 2,128 | +4 | +1 | 7 | 2,244 | 111 | 116 | 104 |
| Beer | +9 | +3 | +10 | 40 | 3,572 | +10 | +1 | 32 | 1,263 | 39 | 40 | 40 |
| Middle Atlantic | +17 | +1 | +26 | 8 | 574 | +29 | +7 | 5 | 89 | 16 | 14 | 15 |
| East North Central | -11 | -1 | -7 | 10 | 569 | -1 | -2 | 9 | 145 | 27 | 24 | 27 |
| West North Central | +17 | -1 | +20 | 6 | 1,154 | +25 | -6 | 5 | 134 | 12 | 12 | 13 |
| South Atlantic | +21 | +18 | +8 | 6 | 671 | +9 | +1 | 5 | 721 | 88 | 102 | 108 |
| Pacific | -8 | -8 | 0 | 5 | 303 | c | c | c | c | c | c | c |
| Chemicals, industrial | -24 | -15 | -21 | 14 | 907 | -8 | +1 | 9 | 839 | 162 | 127 | 143 |
| Clothing and furnishings (except shoes) | -43 | -4 | -21 | 24 | 919 | -19 | +11 | 13 | 1,158 | 194 | 219 | 213 |
| Middle Atlantic | -54 | +1 | -23 | 9 | 584 | c | c | c | c | c | c | c |
| East North Central | -28 | -24 | -26 | 5 | 96 | c | c | c | c | c | c | c |
| South Atlantic | -26 | -26 | -21 | 4 | 37 | c | c | c | c | c | c | c |
| Coal | -60 | -25 | -22 | 10 | 2,830 | +8 | +10 | 6 | 6,858 | 446 | 148 | 307 |
| Confectionery | -7 | -5 | -3 | 45 | 1,611 | +16 | +3 | 24 | 1,193 | 106 | 82 | 93 |
| Middle Atlantic | -10 | -7 | -1 | 7 | 443 | c | c | c | c | c | c | c |
| West North Central | -5 | -4 | +12 | 4 | 326 | c | c | c | c | c | c | c |
| South Atlantic | -12 | -11 | -4 | 12 | 214 | c | c | c | c | c | c | c |
| East South Central | -5 | +8 | -1 | 7 | 103 | c | c | c | c | c | c | c |
| West South Central | +14 | +13 | +8 | 4 | 126 | c | c | c | c | c | c | c |
| Dairy and poultry products | -22 | -10 | -15 | 29 | 6,240 | -15 | +3 | 17 | 2,096 | 54 | 52 | 50 |
| Middle Atlantic | -23 | -14 | -23 | 7 | 2,845 | c | c | c | c | c | c | c |
| East North Central | -21 | -13 | -5 | 12 | 1,361 | c | c | c | c | c | c | c |
| Drugs and sundries (liquor excluded)[d] | -3 | -4 | +1 | 169 | 40,376 | +1 | +2 | 130 | 58,839 | 184 | 176 | 174 |
| New England | -3 | -4 | +2 | 11 | 1,957 | +6 | +5 | 9 | 2,721 | 137 | 165 | 168 |
| Middle Atlantic | -2 | -5 | -1 | 24 | 7,982 | +3 | +2 | 17 | 8,202 | 152 | 154 | 155 |
| East North Central | -2 | -5 | +1 | 24 | 6,505 | -1 | +2 | 16 | 7,700 | 155 | 154 | 145 |
| West North Central | -3 | -8 | +1 | 16 | 4,500 | +6 | +3 | 14 | 7,124 | 181 | 167 | 162 |
| South Atlantic | -1 | +2 | +2 | 27 | 4,716 | +2 | +1 | 19 | 6,546 | 199 | 199 | 200 |
| East South Central | -3 | +3 | -1 | 17 | 3,037 | -3 | +1 | 13 | 4,607 | 184 | 187 | 168 |
| West South Central | -2 | -3 | +4 | 21 | 4,643 | +4 | +3 | 13 | 8,114 | 219 | 208 | 206 |
| Mountain | -1 | -2 | 0 | 11 | 1,868 | +2 | 0 | 9 | 3,588 | 204 | 197 | 192 |
| Pacific | -8 | -9 | -2 | 18 | 5,268 | -5 | +1 | 15 | 10,137 | 196 | 190 | 176 |
| Dry goods | -31 | -3 | -23 | 167 | 29,628 | -33 | 0 | 124 | 65,399 | 261 | 261 | 259 |
| New England | -28 | -32 | -15 | 6 | 350 | -27 | +5 | 6 | 795 | 227 | 224 | 148 |
| Middle Atlantic | -24 | -13 | -24 | 45 | 3,380 | -23 | +1 | 27 | 5,556 | 292 | 260 | 276 |
| East North Central | -33 | -16 | -21 | 13 | 1,615 | -21 | -1 | 13 | 4,117 | 255 | 215 | 215 |
| West North Central | -28 | -11 | -21 | 11 | 4,512 | -33 | -7 | 10 | 10,574 | 237 | 254 | 227 |
| South Atlantic | -41 | -8 | -20 | 23 | 1,928 | -23 | +5 | 17 | 5,429 | 325 | 244 | 283 |
| East South Central | -36 | +2 | -22 | 19 | 1,297 | -33 | +7 | 12 | 2,730 | 292 | 274 | 278 |
| West South Central | -34 | -8 | -21 | 14 | 1,154 | -32 | +3 | 12 | 2,253 | 227 | 221 | 204 |
| Mountain | -16 | -3 | -14 | 7 | 631 | -15 | +9 | 5 | 1,039 | 209 | 208 | 184 |
| Pacific | -25 | -12 | -8 | 17 | 3,214 | +9 | 0 | 10 | 6,966 | 539 | 285 | 412 |
| Farm supplies | -10 | -16 | -10 | 15 | 2,001 | -14 | +7 | 10 | 744 | 72 | 71 | 65 |
| Fresh fruits and vegetables | -18 | -20 | -4 | 69 | 7,122 | +1 | -5 | 43 | 1,055 | 24 | 21 | 22 |
| New England | -26 | -14 | -13 | 11 | 686 | +8 | -7 | 9 | 40 | 11 | 9 | 10 |
| Middle Atlantic | -16 | -14 | -9 | 17 | 1,806 | +18 | -11 | 10 | 154 | 23 | 16 | 20 |
| East North Central | -18 | -34 | -2 | 17 | 1,618 | +12 | +26 | 10 | 344 | 40 | 34 | 32 |
| South Atlantic | +3 | -25 | +11 | 6 | 291 | c | c | c | c | c | c | c |
| East South Central | -20 | -24 | -6 | 6 | 274 | c | c | c | c | c | c | c |
| Pacific | -1 | -8 | -1 | 6 | 1,052 | +4 | +27 | 4 | 93 | 13 | 10 | 9 |
| Groceries, total | -9 | -10 | -1 | 597 | 97,702 | -8 | 0 | 368 | 89,697 | 134 | 133 | 120 |
| Non-affiliated full-line wholesalers | -8 | -12 | 0 | 342 | 47,211 | -7 | +1 | 214 | 47,283 | 138 | 136 | 117 |
| New England | -11 | -7 | -7 | 6 | 1,096 | c | c | c | c | c | c | c |
| Middle Atlantic | -5 | -19 | +2 | 23 | 3,510 | -8 | +4 | 13 | 3,214 | 112 | 117 | 85 |
| East North Central | -5 | -14 | +3 | 53 | 7,659 | +1 | +4 | 27 | 9,706 | 168 | 157 | 139 |
| West North Central | -2 | -26 | +11 | 56 | 9,388 | -5 | 0 | 44 | 12,448 | 163 | 157 | 108 |
| South Atlantic | -10 | -2 | -7 | 60 | 6,458 | -10 | -5 | 30 | 3,956 | 107 | 109 | 107 |
| East South Central | -17 | -6 | -12 | 30 | 2,750 | -18 | -3 | 20 | 2,839 | 131 | 128 | 127 |
| West South Central | -8 | -2 | -3 | 88 | 9,998 | -2 | +7 | 64 | 9,571 | 132 | 124 | 123 |
| Mountain | -10 | +5 | -3 | 11 | 1,560 | -25 | -10 | 8 | 1,381 | 115 | 139 | 128 |
| Pacific | -11 | -11 | +7 | 15 | 4,792 | -18 | -6 | 5 | 2,814 | 123 | 119 | 119 |

(Continued on next page)

40924

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JULY 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales [a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1949 panel | | Percent change | | July 1949 panel | | | | |
| | July 1949 from July 1948 | July 1949 from June 1949 | 7 mos. 1949 from 7 mos. 1948 b | No. of establishments reporting | Reported dollar sales (add 000) | July 1949 from July 1948 | July 1949 from June 1949 | No. of establishments reporting | Reported dollar values (add 000) | July 1949 | July 1948 | June 1949 |
| Voluntary-group wholesalers | -13 | -7 | -3 | 139 | $34,053 | -13 | -3 | 107 | $31,738 | 129 | 132 | 126 |
| New England | -13 | -5 | -4 | 8 | 2,315 | c | c | c | c | c | c | c |
| Middle Atlantic | -14 | -11 | -3 | 35 | 7,863 | -8 | 0 | 20 | 3,505 | 117 | 114 | 112 |
| East North Central | -12 | -9 | -4 | 39 | 9,015 | -1 | -1 | 32 | 8,626 | 119 | 106 | 110 |
| West North Central | +1 | +1 | +2 | 24 | 5,654 | -17 | -3 | 24 | 10,098 | 179 | 219 | 187 |
| South Atlantic | -15 | -9 | -5 | 10 | 1,471 | -9 | 0 | 6 | 946 | 121 | 119 | 107 |
| Pacific | -23 | -11 | -6 | 10 | 6,001 | -24 | -7 | 9 | 5,755 | 102 | 107 | 100 |
| Retailer-cooperative warehouses | +2 | -7 | +10 | 23 | 9,290 | -1 | +1 | 14 | 6,021 | 132 | 124 | 125 |
| Middle Atlantic | +10 | -8 | +11 | 7 | 1,966 | c | c | c | c | c | c | c |
| West North Central | +3 | -7 | +12 | 4 | 1,392 | c | c | c | c | c | c | c |
| South Atlantic | -10 | -17 | -5 | 4 | 927 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | -12 | -16 | -3 | 93 | 7,148 | -1 | -2 | 53 | 4,655 | 128 | 123 | 108 |
| New England | -17 | -15 | -10 | 7 | 176 | c | c | c | c | c | c | c |
| Middle Atlantic | -8 | -22 | -6 | 20 | 2,538 | +2 | -4 | 10 | 1,683 | 143 | 126 | 103 |
| East North Central | -15 | -27 | +9 | 13 | 622 | -7 | -8 | 6 | 191 | 70 | 62 | 55 |
| South Atlantic | -4 | -12 | 0 | 25 | 1,275 | -2 | -5 | 14 | 1,090 | 130 | 135 | 123 |
| East South Central | +3 | -6 | +5 | 6 | 425 | c | c | c | c | c | c | c |
| West South Central | -15 | -9 | -5 | 4 | 283 | c | c | c | c | c | c | c |
| Pacific | -24 | -6 | -3 | 14 | 1,563 | -1 | +5 | 10 | 897 | 164 | 168 | 155 |
| Leather and shoe findings | -27 | -16 | -12 | 32 | 442 | +3 | +1 | 16 | 1,124 | 481 | 345 | 386 |
| Middle Atlantic | -15 | -15 | -2 | 8 | 50 | c | c | c | c | c | c | c |
| East North Central | -23 | -7 | -10 | 7 | 83 | c | c | c | c | c | c | c |
| West North Central | -14 | -10 | -10 | 6 | 71 | c | c | c | c | c | c | c |
| Pacific | -35 | -21 | -16 | 6 | 185 | c | c | c | c | c | c | c |
| Meats and meat products | -9 | -4 | -14 | 48 | 35,007 | -47 | -2 | 32 | 5,646 | 37 | 59 | 35 |
| Middle Atlantic | -14 | -5 | -14 | 10 | 3,807 | -25 | -15 | 10 | 1,366 | 36 | 47 | 40 |
| East North Central | -11 | -4 | -14 | 13 | 8,792 | -58 | +5 | 12 | 2,807 | 34 | 72 | 31 |
| Pacific | -25 | -8 | -6 | 4 | 2,593 | c | c | c | c | c | c | c |
| Paper and its products | -12 | -10 | -12 | 59 | 6,358 | -5 | -1 | 34 | 6,574 | 166 | 146 | 149 |
| New England | -14 | -3 | -11 | 4 | 233 | c | c | c | c | c | c | c |
| Middle Atlantic | -16 | -15 | -17 | 15 | 1,285 | -14 | -4 | 10 | 1,002 | 129 | 124 | 110 |
| East North Central | -12 | -15 | -11 | 19 | 2,889 | -9 | 0 | 12 | 2,570 | 148 | 130 | 117 |
| West North Central | -7 | -2 | -11 | 5 | 270 | c | c | c | c | c | c | c |
| South Atlantic | -17 | -14 | -13 | 7 | 454 | c | c | c | c | c | c | c |
| Pacific | -10 | +21 | -7 | 5 | 925 | c | c | c | c | c | c | c |
| Petroleum | -17 | -10 | -10 | 26 | 2,588 | +7 | +2 | 25 | 3,039 | 118 | 92 | 105 |
| Shoes and other footwear | +5 | +25 | -9 | 27 | 23,316 | +16 | -10 | 18 | 12,777 | 101 | 99 | 211 |
| New England | -16 | +12 | -24 | 4 | 478 | c | c | c | c | c | c | c |
| Middle Atlantic | -4 | +34 | -5 | 5 | 488 | c | c | c | c | c | c | c |
| West North Central | +2 | +14 | -6 | 4 | 1,721 | c | c | c | c | c | c | c |
| South Atlantic | +4 | +62 | -13 | 4 | 1,398 | c | c | c | c | c | c | c |
| Pacific | -20 | -21 | -21 | 5 | 205 | c | c | c | c | c | c | c |
| Tobacco products | -4 | 0 | -1 | 274 | 37,088 | -5 | -9 | 152 | 12,454 | 51 | 51 | 58 |
| New England | -6 | -6 | 0 | 23 | 3,002 | +2 | 0 | 8 | 409 | 50 | 47 | 48 |
| Middle Atlantic | 0 | +9 | -4 | 62 | 14,715 | -13 | -16 | 42 | 5,915 | 48 | 54 | 65 |
| East North Central | -5 | -3 | 0 | 51 | 6,183 | +22 | +1 | 21 | 1,571 | 57 | 44 | 54 |
| West North Central | -6 | -5 | -4 | 41 | 3,902 | -4 | -2 | 25 | 1,580 | 57 | 54 | 55 |
| South Atlantic | -9 | -11 | +2 | 17 | 2,401 | -2 | +5 | 15 | 1,079 | 45 | 42 | 38 |
| East South Central | +1 | +10 | -1 | 10 | 922 | -3 | -1 | 7 | 411 | 56 | 57 | 64 |
| West South Central | +3 | -5 | +5 | 29 | 1,944 | -8 | -2 | 9 | 267 | 49 | 52 | 47 |
| Mountain | +4 | -2 | +6 | 18 | 1,143 | +13 | 0 | 13 | 483 | 73 | 63 | 87 |
| Pacific | -7 | -12 | -2 | 23 | 2,876 | -13 | -13 | 12 | 739 | 51 | 53 | 57 |
| Wines and spirits [e] | -7 | -16 | c | 196 | 36,717 | c | -1 | 160 | 46,858 | 155 | c | 136 |
| New England | +4 | -7 | c | 14 | 2,326 | c | +4 | 13 | 2,681 | 134 | c | 117 |
| Middle Atlantic | -9 | -32 | c | 21 | 8,088 | c | +3 | 17 | 10,379 | 179 | c | 129 |
| East North Central | -6 | -11 | c | 33 | 5,726 | c | -19 | 27 | 5,190 | 116 | c | 128 |
| West North Central | -11 | -27 | c | 18 | 2,120 | c | +2 | 14 | 2,090 | 120 | c | 87 |
| South Atlantic | +11 | +2 | c | 28 | 5,373 | c | +14 | 25 | 7,163 | 152 | c | 132 |
| East South Central | -17 | -17 | c | 12 | 1,835 | c | +6 | 11 | 2,605 | 153 | c | 125 |
| West South Central | -14 | -3 | c | 25 | 4,415 | c | -6 | 21 | 8,236 | 197 | c | 207 |
| Mountain | -12 | -12 | c | 11 | 1,054 | c | -12 | 8 | 774 | 99 | c | 99 |
| Pacific | -10 | -13 | c | 34 | 5,780 | c | -1 | 24 | 7,740 | 162 | c | 141 |
| Miscellaneous | -18 | +9 | -10 | 11 | 2,058 | -17 | -4 | 7 | 2,027 | 350 | 222 | 307 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N. J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mexico., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
PHILIP M. HAUSER, *Acting Director*.

FOR RELEASE
SEPTEMBER 30, 1949

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### AUGUST 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,419 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales for the month of August were 12 percent above the sales level reported for the previous month. While this increase follows the usual seasonal trend, it is substantially greater than would normally be expected. However, compared with August a year ago, a drop of 8 percent is indicated. With but few exceptions, all trades covered by this report registered material increases in dollar sales volume compared with the previous month, but, in general, are still below the sales levels established in August 1948.

Cumulative sales for the first eight months of this year were 8 percent below the corresponding period in 1948.

INVENTORIES

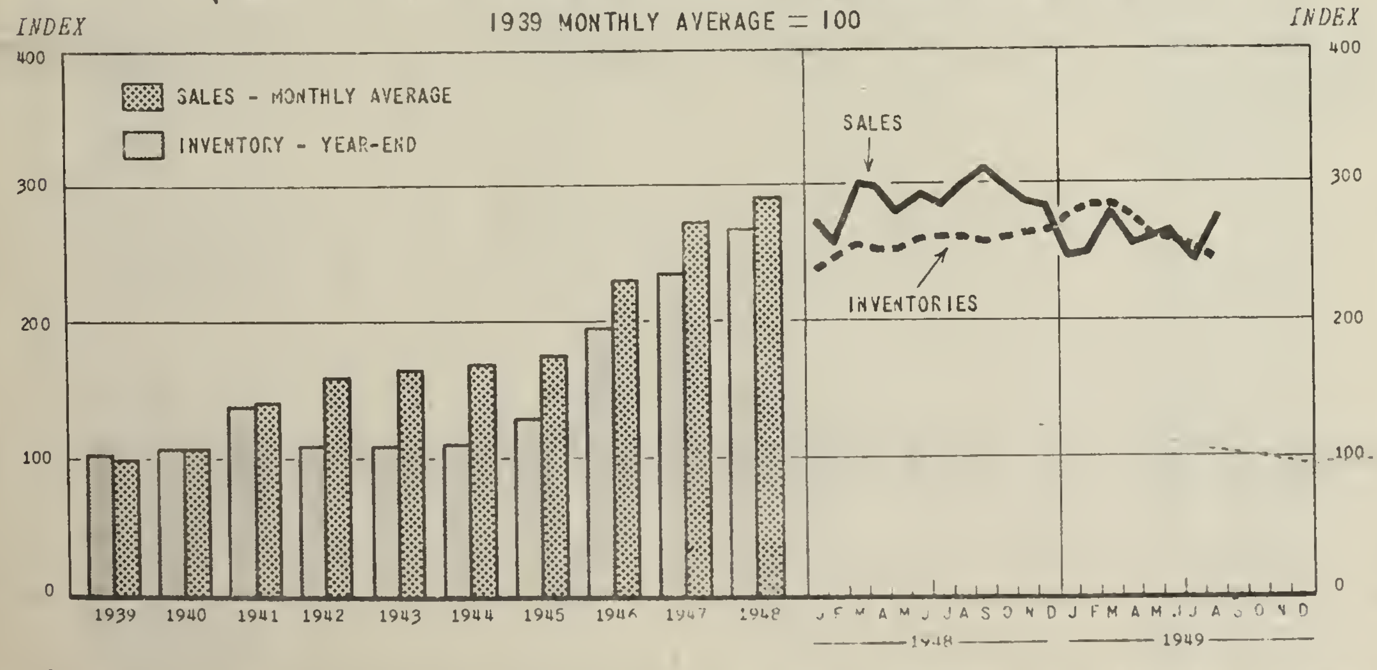
August inventories, valued at cost, declined 2 percent below the previous month's level and 7 percent lower than the dollar value of stocks on hand in August 1948, according to reports submitted by 2,477 firms reporting inventories in conjunction with sales. The stock-sales ratio of 147 for August was 20 points below the previous month but indicated a 2-point gain above the 145 recorded for the same month a year ago.

RETAIL TRADE

August sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, recorded a 10 percent increase above the previous month but declined 2 percent below August 1948. Cumulative sales for the first eight months of 1949 are 2 percent below the corresponding period a year ago.

## TRENDS IN WHOLESALERS' SALES AND INVENTORIES*

(Service and Limited Function Wholesalers Only)



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1949 panel | | Percent change | | August 1949 panel | | | | |
| | August 1949 from August 1948 | August 1949 from July 1949 | 8 mos. 1949 from 8 mos. 1948 [b] | No. of establishments reporting | Reported dollar sales (add 000) | August 1949 from August 1948 | August 1949 from July 1949 | No. of establishments reporting | Reported dollar values (add 000) | August 1949 | August 1948 | July 1949 |
| United States | -8 | +12 | -8 | 3,419 | $620,257 | -7 | -2 | 2,477 | $736,961 | 147 | 145 | 167 |
| New England | -3 | +11 | -9 | 219 | 25,359 | -10 | -4 | 159 | 25,322 | 141 | 149 | 160 |
| Middle Atlantic | -8 | +11 | -7 | 668 | 112,509 | +1 | +1 | 450 | 111,774 | 135 | 125 | 145 |
| East North Central | -7 | +11 | -8 | 633 | 106,353 | -6 | -3 | 456 | 113,379 | 130 | 130 | 147 |
| West North Central | -7 | +14 | -6 | 386 | 84,500 | -5 | -2 | 301 | 113,905 | 159 | 155 | 186 |
| South Atlantic | -8 | +9 | -7 | 455 | 62,797 | -6 | -3 | 335 | 70,847 | 140 | 138 | 156 |
| East South Central | -11 | +13 | -9 | 186 | 26,311 | -8 | +3 | 133 | 27,344 | 132 | 129 | 143 |
| West South Central | -7 | +3 | -5 | 288 | 46,737 | -6 | 0 | 207 | 56,693 | 160 | 157 | 163 |
| Mountain | 0 | +13 | -6 | 156 | 22,351 | -3 | -2 | 119 | 22,330 | 136 | 139 | 155 |
| Pacific | -12 | +17 | -9 | 356 | 70,086 | -3 | -2 | 245 | 94,927 | 170 | 154 | 199 |
| Automotive supplies | -12 | +14 | -11 | 225 | 17,344 | -3 | -3 | 143 | 14,522 | 223 | 184 | 249 |
| New England | -10 | +20 | -14 | 9 | 517 | -11 | -5 | 4 | 380 | 199 | 166 | 186 |
| Middle Atlantic | -12 | +11 | -12 | 38 | 1,148 | -3 | -1 | 35 | 2,296 | 215 | 194 | 243 |
| East North Central | -17 | +16 | -17 | 53 | 2,939 | -4 | -1 | 41 | 3,568 | 214 | 166 | 223 |
| West North Central | -17 | +5 | -10 | 31 | 3,957 | +15 | -2 | 12 | 2,023 | 276 | 181 | 302 |
| South Atlantic | +4 | +31 | -8 | 19 | 2,903 | +9 | -4 | 12 | 1,262 | 158 | 147 | 229 |
| West South Central | -13 | +17 | -21 | 12 | 1,242 | -15 | 0 | 8 | 1,230 | 190 | 170 | 217 |
| Mountain | -2 | +22 | -8 | 18 | 2,208 | -3 | -27 | 7 | 576 | 166 | 155 | 233 |
| Pacific | -20 | +2 | -13 | 45 | 2,430 | -11 | -3 | 24 | 3,188 | 297 | 242 | 304 |
| Electrical group, total | -8 | +5 | -6 | 613 | 108,803 | -10 | -9 | 544 | 133,292 | 128 | 130 | 148 |
| Full-line wholesalers | -9 | +3 | -6 | 396 | 88,469 | -10 | -10 | 389 | 112,489 | 128 | 131 | 147 |
| New England | -6 | +10 | -7 | 32 | 4,813 | -17 | -11 | 32 | 6,925 | 144 | 162 | 178 |
| Middle Atlantic | -8 | +6 | -2 | 47 | 11,889 | -4 | -11 | 46 | 15,779 | 134 | 127 | 158 |
| East North Central | -7 | +6 | -8 | 78 | 21,156 | -6 | -9 | 76 | 27,346 | 131 | 129 | 152 |
| West North Central | -7 | +4 | -4 | 40 | 10,400 | -22 | -13 | 40 | 10,513 | 101 | 120 | 121 |
| South Atlantic | -7 | +2 | -3 | 57 | 11,454 | -11 | -8 | 55 | 14,098 | 127 | 135 | 142 |
| East South Central | -9 | -8 | -2 | 25 | 4,664 | -5 | -5 | 24 | 4,829 | 105 | 102 | 102 |
| West South Central | -6 | -11 | +2 | 43 | 8,289 | -7 | -8 | 43 | 10,309 | 124 | 126 | 121 |
| Mountain | -7 | +6 | -9 | 28 | 3,432 | -13 | -3 | 28 | 4,696 | 137 | 145 | 158 |
| Pacific | -18 | +8 | -14 | 46 | 12,372 | -14 | -11 | 45 | 18,094 | 147 | 140 | 179 |
| Wiring supplies, construction materials distributors | -18 | +7 | -15 | 124 | 5,314 | -7 | -1 | 82 | 5,631 | 152 | 137 | 173 |
| New England | -27 | +2 | -16 | 13 | 403 | +3 | +2 | 5 | 241 | 180 | 152 | 199 |
| Middle Atlantic | -15 | +12 | -6 | 35 | 1,071 | -3 | 0 | 24 | 1,490 | 179 | 156 | 203 |
| East North Central | -23 | +10 | -19 | 29 | 1,358 | -12 | -2 | 23 | 1,799 | 152 | 132 | 169 |
| West North Central | -12 | -3 | -5 | 9 | 999 | -1 | 0 | 7 | 927 | 134 | 124 | 159 |
| South Atlantic | -19 | +5 | -25 | 16 | 592 | -9 | -4 | 9 | 348 | 129 | 134 | 147 |
| Pacific | -13 | +15 | -23 | 7 | 175 | -15 | -3 | 6 | 371 | 220 | 225 | 260 |
| Appliances and specialties wholesalers | 0 | +20 | -5 | 93 | 14,940 | -4 | -5 | 73 | 15,172 | 116 | 119 | 146 |
| New England | -21 | +36 | -11 | 7 | 511 | -1 | +15 | 7 | 531 | 104 | 83 | 123 |
| Middle Atlantic | +5 | +39 | -3 | 28 | 5,798 | -2 | -6 | 17 | 5,857 | 123 | 127 | 164 |
| East North Central | -15 | +14 | -4 | 12 | 1,464 | -9 | -14 | 10 | 1,355 | 103 | 95 | 139 |
| West North Central | -10 | -3 | -8 | 12 | 804 | -4 | -3 | 9 | 1,043 | 148 | 134 | 148 |
| South Atlantic | -1 | +15 | -6 | 14 | 2,802 | -1 | -1 | 13 | 2,127 | 92 | 90 | 104 |
| Mountain | -6 | +35 | -25 | 6 | 793 | -4 | +1 | 6 | 992 | 125 | 123 | 167 |
| Pacific | +26 | +27 | -6 | 6 | 1,079 | +3 | -16 | 5 | 1,026 | 105 | 135 | 162 |
| Furniture and house furnishings | -11 | +38 | -12 | 52 | 10,902 | +25 | -10 | 37 | 16,106 | 183 | 129 | 289 |
| Middle Atlantic | -10 | +55 | -7 | 13 | 2,182 | c | c | c | c | c | c | c |
| East North Central | -14 | +45 | -7 | 4 | 849 | c | c | c | c | c | c | c |
| South Atlantic | -3 | +55 | 0 | 4 | 640 | c | c | c | c | c | c | c |
| Mountain | +35 | +4 | -6 | 5 | 473 | c | c | c | c | c | c | c |
| Hardware | -19 | +12 | -14 | 132 | 43,077 | -3 | -4 | 103 | 85,342 | 235 | 196 | 275 |
| New England | -15 | +34 | -16 | 4 | 490 | +3 | -5 | 4 | 1,635 | 334 | 275 | 471 |
| Middle Atlantic | -15 | +18 | -10 | 24 | 5,793 | -4 | -2 | 18 | 9,388 | 188 | 168 | 229 |
| East North Central | -15 | +17 | -16 | 18 | 8,026 | -13 | -7 | 17 | 15,141 | 195 | 191 | 247 |
| West North Central | -23 | +4 | -15 | 17 | 9,642 | +2 | -3 | 17 | 24,780 | 257 | 194 | 277 |
| South Atlantic | -12 | +16 | -10 | 21 | 3,778 | +9 | 0 | 17 | 7,750 | 239 | 198 | 281 |
| East South Central | -19 | +12 | -14 | 12 | 3,331 | +4 | -4 | 6 | 3,137 | 186 | 144 | 222 |
| West South Central | -20 | +5 | -13 | 14 | 3,897 | -7 | 0 | 8 | 5,343 | 225 | 213 | 252 |
| Mountain | -3 | +12 | -10 | 8 | 2,212 | +9 | -3 | 4 | 2,049 | 287 | 257 | 321 |
| Pacific | -25 | +15 | -20 | 14 | 5,908 | -5 | -5 | 12 | 16,119 | 238 | 225 | 353 |
| Industrial supplies | -19 | +8 | -13 | 73 | 9,450 | 0 | -1 | 49 | 17,249 | 252 | 211 | 267 |
| New England | -26 | +10 | -17 | 8 | 358 | +4 | -1 | 6 | 1,401 | 464 | 324 | 532 |
| Middle Atlantic | -33 | +19 | -20 | 18 | 1,276 | -17 | -1 | 11 | 1,845 | 222 | 184 | 243 |
| East North Central | -10 | +25 | -12 | 10 | 883 | +1 | -2 | 7 | 627 | 178 | 183 | 229 |
| West North Central | +3 | +24 | -12 | 7 | 654 | c | c | c | c | c | c | c |
| South Atlantic | -27 | +16 | -20 | 9 | 715 | 0 | -1 | 8 | 1,677 | 237 | 173 | 279 |
| West South Central | -21 | -3 | -6 | 6 | 3,070 | +3 | +1 | 5 | 6,759 | 274 | 231 | 255 |
| Pacific | -14 | +6 | -14 | 11 | 2,065 | 0 | -5 | 8 | 4,584 | 251 | 215 | 280 |
| Jewelry | -12 | +63 | -19 | 149 | 5,178 | -8 | +8 | 83 | 10,708 | 284 | 268 | 434 |
| New England | -8 | +64 | -20 | 7 | 370 | c | c | c | c | c | c | c |
| Middle Atlantic | -26 | +63 | -25 | 40 | 915 | -12 | +7 | 19 | 2,500 | 404 | 316 | 644 |
| East North Central | -12 | +71 | -18 | 44 | 1,530 | -12 | +5 | 24 | 2,337 | 205 | 200 | 355 |
| West North Central | -7 | +72 | -12 | 14 | 820 | +2 | +6 | 10 | 1,705 | 260 | 229 | 413 |
| South Atlantic | -14 | +61 | -15 | 6 | 248 | c | c | c | c | c | c | c |
| Pacific | -1 | +44 | -18 | 31 | 1,111 | -4 | +13 | 20 | 3,069 | 304 | 327 | 367 |
| Lumber and building materials | -13 | +23 | -8 | 56 | 11,238 | -5 | -6 | 36 | 9,629 | 106 | 99 | 136 |
| Middle Atlantic | -10 | +22 | +4 | 13 | 2,700 | +13 | -1 | 4 | 946 | 49 | 42 | 59 |
| East North Central | -9 | +19 | -17 | 11 | 1,052 | +20 | -7 | 8 | 1,061 | 131 | 111 | 174 |
| West North Central | -12 | +28 | +8 | 5 | 2,024 | c | c | c | c | c | c | c |
| South Atlantic | -27 | +21 | -19 | 7 | 895 | -21 | -12 | 6 | 967 | 141 | 119 | 185 |
| East South Central | -26 | +31 | -23 | 4 | 628 | c | c | c | c | c | c | c |
| Mountain | +4 | +23 | -6 | 4 | 2,063 | -9 | -9 | 4 | 2,149 | 104 | 120 | 141 |
| Pacific | -22 | +21 | -19 | 9 | 1,650 | 0 | +5 | 8 | 1,569 | 96 | 75 | 111 |
| Machinery equipment, supplies (except electrical) | -23 | +12 | -12 | 44 | 3,570 | +3 | +1 | 29 | 5,742 | 195 | 152 | 210 |
| New England | -22 | +7 | -24 | 5 | 213 | c | c | c | c | c | c | c |
| Middle Atlantic | -36 | +14 | -20 | 6 | 463 | c | c | c | c | c | c | c |
| East North Central | -33 | +15 | -19 | 9 | 522 | +1 | +3 | 7 | 955 | 192 | 152 | 213 |
| South Atlantic | -1 | +31 | -18 | 5 | 220 | c | c | c | c | c | c | c |
| West South Central | -25 | +48 | +4 | 5 | 516 | c | c | c | c | c | c | c |
| Pacific | -29 | +8 | -28 | 7 | 328 | +1 | -4 | 4 | 469 | 233 | 191 | 249 |
| Metals | -32 | +19 | -17 | 22 | 4,792 | +22 | -2 | 18 | 9,833 | 210 | 118 | 254 |

(Continued on next page)

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## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios [a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1949 panel | | Percent change | | August 1949 panel | | | | |
| | August 1949 from August 1948 | August 1949 from July 1949 | 8 mos. 1949 from 8 mos. 1948 [b] | No. of estab-lishments report-ing | Reported dollar sales (add 000) | August 1949 from August 1948 | August 1949 from July 1949 | No. of estab-lishments report-ing | Reported dollar values (add 000) | August 1949 | August 1948 | July 1949 |
| Optical goods | +5 | +24 | +5 | 8 | $260 | -20 | -3 | 4 | $111 | 97 | 134 | 123 |
| Painte and varnishes | -15 | +4 | -9 | 56 | 5,839 | -12 | -2 | 49 | 14,211 | 250 | 243 | 265 |
| Middle Atlantic | -17 | +1 | -12 | 4 | 79 | c | c | c | c | c | c | c |
| East North Central | -4 | +15 | -11 | 6 | 619 | -7 | -9 | 4 | 447 | 75 | 79 | 95 |
| South Atlantic | -9 | +8 | -7 | 4 | 350 | +9 | -17 | 4 | 382 | 109 | 91 | 142 |
| Plumbing and heating suppliee | -17 | +17 | -15 | 70 | 9,099 | -26 | -1 | 47 | 10,011 | 140 | 160 | 166 |
| New England | -15 | +22 | -17 | 7 | 333 | c | c | c | c | c | c | c |
| Middle Atlantic | -25 | +16 | -18 | 16 | 1,158 | -2 | +4 | 7 | 839 | 152 | 119 | 168 |
| East North Central | -3 | +20 | -9 | 13 | 1,353 | -5 | -7 | 11 | 1,646 | 140 | 141 | 179 |
| West North Central | -1 | +26 | -12 | 6 | 683 | c | c | c | c | c | c | c |
| South Atlantic | -17 | +16 | -17 | 21 | 4,664 | -36 | -1 | 21 | 6,397 | 137 | 177 | 160 |
| Pacific | -32 | +14 | -17 | 4 | 661 | c | c | c | c | c | c | c |
| Refrigeration equipments, parts (commercial) | -4 | -6 | -9 | 26 | 1,210 | -4 | -2 | 20 | 2,172 | 224 | 235 | 224 |
| Middle Atlantic | -9 | -3 | -8 | 6 | 294 | c | c | c | c | c | c | c |
| East North Central | -8 | -17 | +3 | 4 | 185 | +5 | +1 | 4 | 449 | 243 | 249 | 201 |
| South Atlantic | +10 | +9 | -4 | 5 | 266 | +2 | -1 | 5 | 477 | 179 | 193 | 198 |
| Pacific | -12 | +7 | -18 | 5 | 190 | -6 | +2 | 4 | 450 | 243 | 231 | 264 |
| Surgical, medical, equipment, supplies | +11 | +8 | +2 | 29 | 3,424 | +7 | -2 | 23 | 3,757 | 125 | 131 | 138 |
| Middle Atlantic | -11 | -4 | -2 | 5 | 172 | +7 | 0 | 4 | 332 | 302 | 242 | 295 |
| East North Central | +11 | +10 | +7 | 7 | 2,214 | +6 | -3 | 6 | 1,918 | 92 | 97 | 103 |
| South Atlantic | +26 | +13 | -11 | 5 | 350 | -3 | +2 | 4 | 519 | 156 | 209 | 173 |
| Beer | +9 | +4 | +10 | 41 | 3,282 | +15 | +3 | 36 | 874 | 28 | 27 | 28 |
| Middle Atlantic | +18 | +1 | +25 | 8 | 578 | +24 | +20 | 6 | 107 | 19 | 18 | 16 |
| East North Central | -11 | 0 | -3 | 11 | 596 | +21 | +7 | 10 | 184 | 32 | 24 | 30 |
| West North Central | +18 | +6 | +20 | 5 | 1,156 | +23 | -2 | 5 | 137 | 12 | 11 | 13 |
| South Atlantic | +1 | -9 | +7 | 5 | 383 | +40 | +11 | 4 | 190 | 58 | 45 | 47 |
| Pacific | +15 | +27 | +2 | 5 | 384 | c | c | c | c | c | c | c |
| Chemicals, industrial | -18 | +27 | -21 | 14 | 1,403 | -16 | -5 | 11 | 1,113 | 91 | 88 | 121 |
| Clothing and furnishings (except shoes) | -47 | +161 | -26 | 26 | 2,477 | -14 | -2 | 14 | 1,205 | 117 | 144 | 200 |
| Middle Atlantic | -54 | +208 | -30 | 10 | 1,891 | c | c | c | c | c | c | c |
| East North Central | -23 | +82 | -25 | 5 | 175 | c | c | c | c | c | c | c |
| South Atlantic | -7 | +159 | -18 | 4 | 96 | c | c | c | c | c | c | c |
| Pacific | -6 | +87 | -15 | 4 | 129 | c | c | c | c | c | c | c |
| Coal | -38 | +44 | -24 | 8 | 3,752 | -15 | +3 | 4 | 4,706 | 232 | 191 | 350 |
| Confectionery | +2 | +7 | -1 | 44 | 1,802 | +14 | -6 | 26 | 1,228 | 86 | 78 | 97 |
| Middle Atlantic | +8 | +4 | -3 | 7 | 517 | -11 | -17 | 4 | 160 | 41 | 52 | 51 |
| West North Central | +6 | +8 | +11 | 4 | 352 | +4 | +5 | 4 | 218 | 62 | 63 | 63 |
| South Atlantic | -4 | +16 | -4 | 12 | 248 | +3 | -1 | 6 | 189 | 108 | 101 | 129 |
| East South Central | +1 | +4 | -1 | 6 | 72 | c | c | c | c | c | c | c |
| Dairy and poultry products | -12 | +5 | -15 | 26 | 4,047 | -34 | -4 | 17 | 1,084 | 37 | 53 | 38 |
| East North Central | -9 | +9 | -6 | 11 | 1,453 | c | c | c | c | c | c | c |
| South Atlantic | -6 | +10 | -6 | 4 | 219 | c | c | c | c | c | c | c |
| Drugs and sundries (liquor excluded) | +7 | +12 | +2 | 179 | 45,557 | +2 | +3 | 140 | 61,809 | 170 | 179 | 184 |
| New England | +13 | +9 | +3 | 13 | 2,496 | -2 | -1 | 10 | 3,132 | 163 | 184 | 181 |
| Middle Atlantic | +10 | +10 | 0 | 23 | 7,616 | +3 | +3 | 16 | 6,911 | 151 | 164 | 159 |
| East North Central | +7 | +10 | +2 | 26 | 7,924 | -3 | +1 | 20 | 9,084 | 147 | 161 | 158 |
| West North Central | +6 | +12 | +2 | 19 | 5,234 | +3 | +4 | 17 | 7,643 | 166 | 172 | 180 |
| South Atlantic | +7 | +8 | +3 | 28 | 5,136 | +3 | +4 | 21 | 7,084 | 190 | 197 | 192 |
| East South Central | +1 | +9 | -1 | 16 | 3,139 | +2 | +6 | 13 | 4,861 | 180 | 181 | 184 |
| West South Central | +4 | +12 | +4 | 24 | 5,440 | +13 | +3 | 18 | 8,601 | 203 | 187 | 221 |
| Mountain | +7 | +15 | +1 | 11 | 2,150 | +5 | +4 | 9 | 3,827 | 184 | 187 | 204 |
| Pacific | +8 | +19 | 0 | 19 | 6,402 | -3 | +4 | 16 | 10,666 | 169 | 188 | 194 |
| Dry goods | -17 | +52 | -22 | 160 | 46,172 | -30 | +1 | 121 | 67,723 | 169 | 199 | 257 |
| New England | -10 | +72 | -14 | 7 | 626 | -28 | +6 | 6 | 617 | 117 | 150 | 207 |
| Middle Atlantic | -17 | +48 | -23 | 45 | 6,711 | -8 | -1 | 28 | 7,856 | 176 | 163 | 257 |
| East North Central | -21 | +52 | -21 | 12 | 2,355 | -20 | +2 | 12 | 3,866 | 164 | 163 | 245 |
| West North Central | -7 | +67 | -18 | 11 | 7,696 | -21 | +8 | 10 | 11,577 | 151 | 180 | 236 |
| South Atlantic | -25 | +79 | -21 | 20 | 3,205 | -23 | -4 | 15 | 4,961 | 173 | 167 | 324 |
| East South Central | -26 | +75 | -23 | 18 | 2,200 | -25 | +8 | 12 | 2,961 | 174 | 182 | 292 |
| West South Central | -23 | +70 | -21 | 12 | 1,500 | -39 | -4 | 11 | 1,650 | 131 | 164 | 229 |
| Mountain | -8 | +78 | -13 | 6 | 1,044 | -13 | -2 | 6 | 1,309 | 125 | 132 | 228 |
| Pacific | -12 | +44 | -9 | 17 | 4,749 | +14 | +4 | 9 | 7,115 | 331 | 220 | 544 |
| Farm supplies | +3 | +25 | -9 | 15 | 3,204 | -5 | +45 | 8 | 840 | 84 | 88 | 67 |
| Fresh fruits and vegetables | -2 | -13 | -4 | 62 | 4,905 | -6 | -8 | 41 | 872 | 26 | 28 | 25 |
| New England | -8 | -12 | -13 | 9 | 418 | -6 | -26 | 8 | 29 | 10 | 10 | 11 |
| Middle Atlantic | -8 | -17 | -9 | 16 | 1,303 | -30 | 0 | 8 | 47 | 13 | 16 | 11 |
| East North Central | +2 | -21 | -2 | 14 | 1,346 | -5 | -7 | 9 | 485 | 44 | 47 | 38 |
| South Atlantic | +13 | -8 | +10 | 7 | 302 | +3 | -2 | 5 | 41 | 17 | 20 | 16 |
| East South Central | +3 | +10 | -5 | 6 | 301 | c | c | c | c | c | c | c |
| Pacific | -4 | -8 | -2 | 5 | 745 | -1 | -18 | 4 | 76 | 11 | 11 | 13 |
| Groceries, total | -3 | +8 | -1 | 574 | 100,153 | -6 | +5 | 381 | 94,311 | 129 | 134 | 134 |
| Non-affiliated full-line wholesalers[d] | -1 | +9 | 0 | 336 | 52,070 | -6 | +4 | 216 | 51,393 | 129 | 135 | 133 |
| New England | -10 | +5 | -7 | 6 | 1,151 | c | c | c | c | c | c | c |
| Middle Atlantic | -5 | +8 | +1 | 22 | 3,538 | -6 | 0 | 13 | 3,244 | 110 | 112 | 118 |
| East North Central | 0 | +19 | +3 | 55 | 8,692 | -8 | +2 | 27 | 9,930 | 145 | 159 | 168 |
| Weet North Central | +5 | +8 | +11 | 54 | 9,963 | 0 | +7 | 44 | 13,339 | 151 | 159 | 152 |
| South Atlantic | -6 | +5 | -7 | 65 | 7,087 | -8 | +9 | 35 | 4,963 | 109 | 116 | 106 |
| East South Central | -4 | +20 | -12 | 32 | 3,670 | -10 | +2 | 24 | 3,061 | 101 | 107 | 123 |
| Weet South Central | -3 | +1 | -3 | 79 | 11,927 | -6 | +5 | 57 | 11,184 | 123 | 123 | 114 |
| Mountain | 0 | +2 | -3 | 9 | 1,228 | -24 | 0 | 7 | 1,389 | 120 | 162 | 123 |
| Pacific | +1 | +16 | +6 | 14 | 4,814 | -11 | -5 | 6 | 2,780 | 105 | 108 | 125 |
| Voluntary-group wholesalers | -1 | +9 | -3 | 128 | 33,690 | -10 | +5 | 100 | 30,850 | 129 | 142 | 132 |
| Middle Atlantic | -1 | +7 | -3 | 34 | 8,291 | -3 | +8 | 18 | 3,350 | 128 | 126 | 123 |
| Eaet North Central | -4 | +10 | -4 | 34 | 7,719 | -2 | +6 | 28 | 7,784 | 122 | 119 | 124 |
| West North Central | +8 | +9 | +3 | 23 | 5,583 | -10 | +3 | 23 | 9,843 | 176 | 212 | 187 |
| South Atlantic | -4 | +11 | -5 | 9 | 1,468 | -2 | +3 | 6 | 972 | 109 | 113 | 121 |
| Pecific | -4 | +12 | -6 | 8 | 6,368 | -24 | +6 | 7 | 5,536 | 96 | 123 | 98 |

(Continued on next page)

41P68

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1949 panel | | Percent change | | August 1949 panel | | | | |
| | August 1949 from August 1948 | August 1949 from July 1949 | 8 mos. 1949 from 8 mos. 1948 b | No. of establishments reporting | Reported dollar sales (add 000) | August 1949 from August 1948 | August 1949 from July 1949 | No. of establishments reporting | Reported dollar values (add 000) | August 1949 | August 1948 | July 1949 |
| Retailer-cooperative warehouses | -6 | -3 | +9 | 19 | $5,334 | -2 | +2 | 12 | $4,624 | 124 | 131 | 126 |
| Middle Atlantic | +7 | +20 | +10 | 6 | 1,312 | c | c | c | c | c | c | c |
| South Atlantic | -10 | +10 | -6 | 4 | 1,023 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | -17 | +11 | -6 | 91 | 9,009 | +12 | +12 | 53 | 7,444 | 141 | 102 | 152 |
| New England | -4 | +1 | -12 | 6 | 125 | c | c | c | c | c | c | c |
| Middle Atlantic | -13 | +2 | -7 | 21 | 2,932 | +6 | +13 | 10 | 1,903 | 121 | 109 | 143 |
| East North Central | -11 | -4 | +7 | 11 | 535 | -12 | +1 | 5 | 147 | 62 | 67 | 70 |
| South Atlantic | -5 | +4 | -1 | 24 | 1,319 | -4 | -5 | 16 | 1,135 | 120 | 122 | 126 |
| East South Central | +9 | +13 | +6 | 6 | 479 | c | c | c | c | c | c | c |
| West South Central | -2 | +5 | -4 | 5 | 321 | 0 | +8 | 4 | 206 | 106 | 104 | 99 |
| Pacific | -31 | +32 | -9 | 13 | 2,985 | +26 | +21 | 9 | 3,454 | 206 | 97 | 229 |
| Leather and shoe findings | -21 | +21 | -14 | 31 | 535 | -5 | -4 | 16 | 1,101 | 356 | 332 | 485 |
| Middle Atlantic | -13 | +9 | -3 | 7 | 48 | c | c | c | c | c | c | c |
| East North Central | -21 | +6 | -11 | 6 | 85 | c | c | c | c | c | c | c |
| West North Central | -14 | +14 | -11 | 6 | 81 | c | c | c | c | c | c | c |
| Pacific | -28 | +23 | -18 | 5 | 238 | c | c | c | c | c | c | c |
| Meats and meat products | 0 | +16 | -12 | 45 | 33,675 | -21 | -9 | 40 | 15,354 | 43 | 54 | 55 |
| Middle Atlantic | -3 | +3 | -13 | 9 | 3,877 | -20 | +13 | 9 | 1,528 | 39 | 48 | 36 |
| East North Central | +6 | +3 | -12 | 13 | 9,054 | -47 | +1 | 12 | 2,831 | 33 | 66 | 34 |
| Paper and its product | -5 | +22 | -11 | 58 | 7,616 | -6 | -2 | 54 | 5,908 | 126 | 131 | 161 |
| New England | 0 | +16 | -10 | 4 | 174 | +19 | +1 | 4 | 349 | 201 | 169 | 231 |
| Middle Atlantic | -6 | +22 | -16 | 16 | 1,542 | -15 | -3 | 10 | 737 | 87 | 95 | 109 |
| East North Central | -13 | +17 | -11 | 18 | 3,205 | -12 | -4 | 11 | 2,160 | 115 | 115 | 144 |
| West North Central | -6 | +14 | -10 | 4 | 301 | c | c | c | c | c | c | c |
| South Atlantic | -18 | +9 | -14 | 7 | 494 | c | c | c | c | c | c | c |
| Pacific | +19 | +40 | -3 | 5 | 1,531 | c | c | c | c | c | c | c |
| Petroleum | -2 | +21 | -8 | 28 | 3,406 | -5 | -11 | 27 | 2,936 | 87 | 89 | 117 |
| Shoes and other footwear | -3 | +19 | -8 | 29 | 27,938 | -3 | -8 | 21 | 54,106 | 199 | 201 | 256 |
| New England | -1 | +42 | -21 | 4 | 681 | c | c | c | c | c | c | c |
| Middle Atlantic | +11 | +70 | -2 | 6 | 1,075 | c | c | c | c | c | c | c |
| West North Central | +3 | +19 | -4 | 4 | 2,051 | c | c | c | c | c | c | c |
| South Atlantic | -3 | +72 | -11 | 4 | 2,408 | c | c | c | c | c | c | c |
| Pacific | -14 | +70 | -21 | 6 | 353 | c | c | c | c | c | c | c |
| Tobacco products | +6 | +4 | -1 | 242 | 34,111 | -15 | +6 | 141 | 12,279 | 53 | 65 | 51 |
| New England | +23 | +24 | +3 | 21 | 3,525 | -2 | -1 | 10 | 423 | 40 | 46 | 46 |
| Middle Atlantic | 0 | -6 | -3 | 50 | 12,181 | -26 | +15 | 36 | 6,118 | 58 | 79 | 47 |
| East North Central | +5 | +7 | 0 | 49 | 6,570 | +1 | -1 | 20 | 1,550 | 48 | 52 | 53 |
| West North Central | +4 | +6 | -3 | 39 | 3,531 | -11 | +1 | 23 | 1,479 | 57 | 65 | 59 |
| South Atlantic | +5 | +8 | +1 | 18 | 2,859 | +9 | -9 | 15 | 1,043 | 39 | 37 | 47 |
| East South Central | +18 | +16 | +2 | 9 | 1,004 | -13 | -5 | 6 | 373 | 46 | 63 | 58 |
| West South Central | +11 | +5 | +6 | 26 | 1,966 | -15 | +1 | 10 | 478 | 60 | 70 | 61 |
| Mountain | +11 | +8 | +6 | 18 | 1,212 | +53 | +8 | 13 | 511 | 77 | 59 | 73 |
| Pacific | +7 | +11 | -1 | 12 | 1,263 | -3 | +3 | 6 | 294 | 39 | 46 | 44 |
| Wines and spirits[e] | -8 | 0 | c | 270 | 54,791 | +13 | +8 | 208 | 74,822 | 181 | 144 | 163 |
| New England | -5 | -18 | c | 21 | 2,958 | 0 | +1 | 17 | 2,931 | 137 | 136 | 102 |
| Middle Atlantic | -5 | -2 | c | 46 | 17,680 | +20 | +11 | 40 | 26,965 | 189 | 148 | 167 |
| East North Central | -8 | +5 | c | 44 | 7,605 | +12 | +8 | 32 | 9,617 | 166 | 131 | 160 |
| West North Central | -11 | +16 | c | 30 | 4,379 | +1 | +6 | 23 | 4,595 | 166 | 142 | 161 |
| South Atlantic | -16 | -22 | c | 39 | 5,961 | +28 | +2 | 34 | 10,149 | 193 | 129 | 149 |
| East South Central | -22 | +18 | c | 16 | 2,501 | -14 | +17 | 13 | 3,013 | 156 | 136 | 151 |
| West South Central | -7 | -4 | c | 28 | 3,931 | -15 | +1 | 17 | 4,858 | 243 | 270 | 269 |
| Mountain | +7 | +8 | c | 14 | 1,909 | +16 | +16 | 12 | 2,415 | 141 | 129 | 130 |
| Pacific | -7 | +16 | c | 32 | 7,867 | +26 | +7 | 20 | 10,079 | 187 | 132 | 187 |
| Miscellaneous | -18 | +2 | -11 | 12 | 2,165 | -13 | 0 | 6 | 1,994 | 301 | 197 | 347 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:
- New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
- Middle Atlantic - (N. J., N. Y., Pa.)
- East North Central - (Ill., Ind., Mich., Ohio, Wis.)
- West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
- South Atlantic - (Del., D. C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
- East South Central - (Ala., Ky., Miss., Tenn.)
- West South Central - (Ark., La., Okla., Tex.)
- Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mexico., Utah, Wyo.)
- Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Philip M. Hauser, *Acting Director*

FOR RELEASE
NOVEMBER 1, 1949

NOV 9 1949

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### SEPTEMBER 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,597 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales in September showed a seasonal increase of 5 percent above the previous month but were still 9 percent below September of last year. Cumulative sales for the first nine months of 1949 were 8 percent below the same period of 1948.

Regionally, declines from September 1948 were reported from all areas. However, moderate gains over the previous month were shown in all regions, except the New England and Mountain regions, which indicated declines of 2 percent. The Middle Atlantic area, with an increase of 12 percent, showed the most substantial month-to-month gain and was only 3 percent below September 1948.

INVENTORIES

Inventories which have declined steadily since February 1949, were off slightly (1%) from the previous month and 8 percent below the stock level at the end of September a year ago. According to the reports of 2,612 establishments reporting inventories in conjunction with sales, the September stock-sales ratio of 137 was 9 points below the previous month but 3 points above the September 1948 ratio.

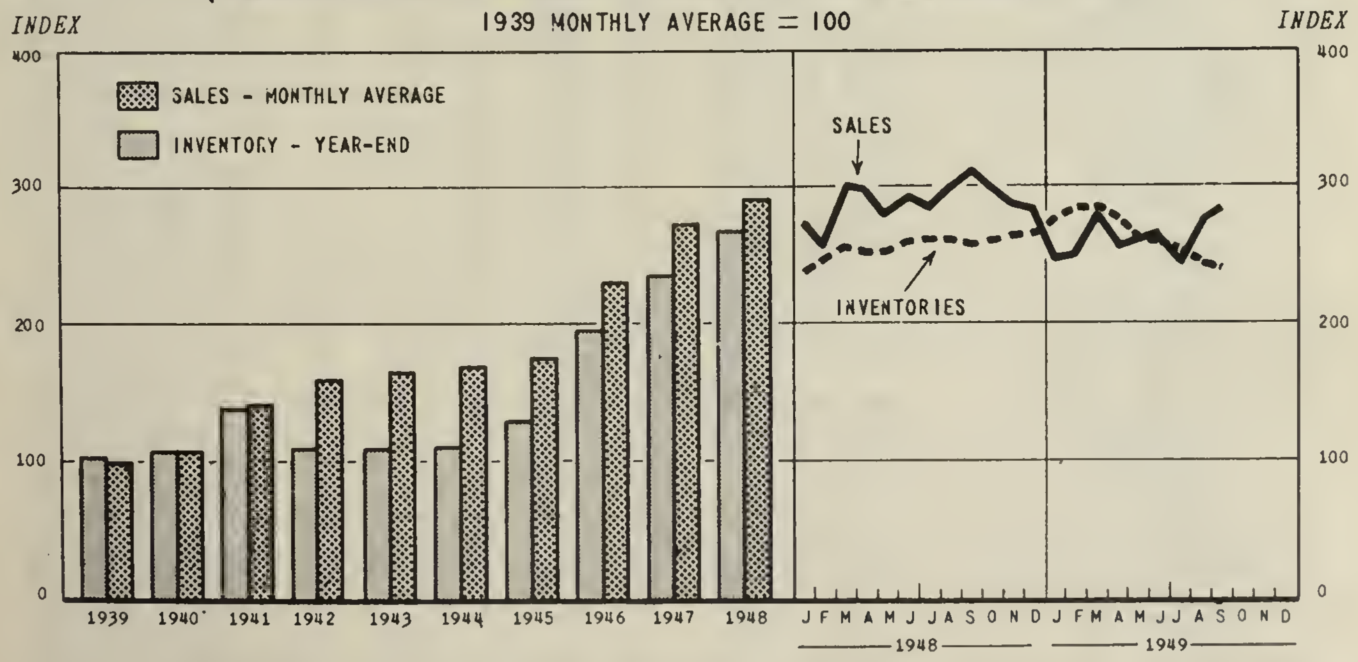
RETAIL TRADE

September sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, registered a gain of 9 percent over the previous month but declined 2 percent below September 1948. Cumulative sales for the first nine months of 1949 were 2 percent below the corresponding period of last year.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES***

**(Service and Limited Function Wholesalers Only)**

1939 MONTHLY AVERAGE = 100



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## SEPTEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1949 panel | | Percent change | | September 1949 panel | | | | |
| | Sept. 1949 from Sept. 1948 | Sept. 1949 from Aug. 1949 | 9 mos. 1949 from 9 mos. 1948[b] | No. of establishments reporting | Reported dollar values (add 000) | Sept. 1949 from Sept. 1948 | Sept. 1949 from Aug. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Sept. 1949 | Sept. 1948 | August 1949 |
| United States | -9 | +5 | -8 | 3,597 | $689,533 | -8 | -1 | 2,612 | $762,635 | 137 | 134 | 146 |
| New England | -12 | -2 | -10 | 230 | 26,758 | -7 | -1 | 168 | 26,233 | 131 | 125 | 135 |
| Middle Atlantic | -3 | +12 | -6 | 687 | 129,931 | -6 | -2 | 458 | 112,686 | 117 | 120 | 134 |
| East North Central | -9 | +7 | -8 | 672 | 121,996 | -5 | 0 | 482 | 126,857 | 125 | 119 | 134 |
| West North Central | -7 | +6 | -6 | 410 | 91,397 | -7 | -2 | 310 | 108,616 | 145 | 145 | 155 |
| South Atlantic | -11 | +3 | -8 | 477 | 71,497 | -8 | 0 | 362 | 78,038 | 133 | 128 | 136 |
| East South Central | -10 | +6 | -9 | 187 | 27,640 | -7 | -2 | 132 | 26,105 | 125 | 121 | 133 |
| West South Central | -13 | +4 | -6 | 308 | 49,694 | -6 | +1 | 233 | 63,428 | 155 | 144 | 162 |
| Mountain | -6 | -2 | -6 | 152 | 21,383 | -5 | 0 | 116 | 22,820 | 139 | 137 | 137 |
| Pacific | -11 | +4 | -10 | 403 | 86,857 | -4 | +1 | 280 | 104,995 | 160 | 147 | 166 |
| Automotive supplies | -8 | +8 | -11 | 240 | 18,517 | -5 | +3 | 149 | 15,034 | 208 | 183 | 213 |
| New England | -11 | +11 | -13 | 9 | 576 | -5 | +6 | 4 | 404 | 185 | 153 | 199 |
| Middle Atlantic | -15 | -12 | -12 | 38 | 909 | -2 | +4 | 35 | 1,979 | 237 | 206 | 199 |
| East North Central | -10 | +8 | -16 | 57 | 4,218 | -7 | +5 | 38 | 4,980 | 184 | 161 | 191 |
| West North Central | -10 | -1 | -10 | 39 | 4,490 | +8 | -3 | 19 | 2,956 | 267 | 199 | 275 |
| South Atlantic | +3 | +10 | -5 | 19 | 3,162 | 0 | +8 | 11 | 1,278 | 148 | 145 | 157 |
| South Central | +4 | +1 | -13 | 18 | 2,617 | -24 | -3 | 12 | 1,225 | 156 | 195 | 188 |
| Mountain | -15 | +10 | -11 | 14 | 820 | -3 | +4 | 6 | 525 | 233 | 199 | 220 |
| Pacific | -24 | -7 | -14 | 46 | 1,725 | -7 | +4 | 24 | 1,687 | 359 | 276 | 343 |
| Electrical group, total | -13 | +5 | -7 | 632 | 118,786 | -13 | -4 | 563 | 130,219 | 116 | 115 | 127 |
| Full-line wholesalers | -16 | +5 | -7 | 408 | 95,683 | -13 | -4 | 400 | 110,737 | 117 | 115 | 129 |
| New England | -19 | +6 | -9 | 31 | 5,076 | -18 | -6 | 31 | 6,509 | 128 | 127 | 144 |
| Middle Atlantic | -10 | +11 | -3 | 49 | 13,744 | -14 | -8 | 48 | 15,271 | 112 | 118 | 135 |
| East North Central | -17 | +6 | -9 | 82 | 28,121 | -6 | -3 | 79 | 26,793 | 119 | 106 | 131 |
| West North Central | -18 | 0 | -6 | 39 | 9,745 | 22 | -2 | 39 | 9,714 | 100 | 105 | 102 |
| South Atlantic | -12 | +2 | -4 | 60 | 12,700 | -12 | -4 | 58 | 14,513 | 117 | 120 | 125 |
| East South Central | -17 | -4 | -4 | 26 | 4,455 | -3 | -5 | 24 | 4,594 | 105 | 95 | 105 |
| West South Central | -16 | -1 | -1 | 43 | 8,195 | -9 | 0 | 43 | 10,273 | 125 | 115 | 124 |
| Mountain | -16 | +4 | -10 | 28 | 3,580 | -17 | -7 | 28 | 4,344 | 121 | 123 | 137 |
| Pacific | -16 | +13 | -14 | 51 | 15,067 | -17 | -3 | 50 | 18,726 | 125 | 127 | 145 |
| Wiring supplies, construction materials distributors | -20 | 0 | -16 | 129 | 6,630 | -13 | -2 | 88 | 6,773 | 130 | 119 | 133 |
| New England | -21 | +11 | -16 | 13 | 449 | +10 | +1 | 5 | 243 | 163 | 130 | 160 |
| Middle Atlantic | -9 | -1 | -6 | 36 | 1,237 | 0 | +4 | 22 | 1,446 | 153 | 143 | 147 |
| East North Central | -17 | +3 | -18 | 31 | 1,721 | -14 | -3 | 24 | 2,014 | 128 | 126 | 137 |
| West North Central | -7 | -1 | -5 | 8 | 945 | -16 | -8 | 6 | 717 | 117 | 137 | 121 |
| South Atlantic | -41 | -5 | -28 | 19 | 1,305 | -25 | -8 | 14 | 1,138 | 100 | 77 | 106 |
| West South Central | -21 | -5 | -10 | 8 | 387 | c | c | c | c | c | c | c |
| Pacific | -1 | +16 | -21 | 9 | 410 | -26 | +3 | 8 | 627 | 155 | 208 | 176 |
| Appliances and specialties wholesalers | +4 | +6 | -4 | 95 | 16,473 | -11 | -6 | 75 | 12,709 | 101 | 111 | 115 |
| New England | +15 | +13 | -9 | 12 | 1,171 | -18 | -12 | 12 | 1,014 | 87 | 114 | 111 |
| Middle Atlantic | +23 | +20 | 0 | 22 | 6,392 | -24 | -15 | 13 | 2,829 | 81 | 113 | 125 |
| East North Central | +6 | +35 | -3 | 15 | 2,099 | -29 | -9 | 9 | 995 | 60 | 92 | 96 |
| West North Central | -8 | +16 | -12 | 9 | 1,067 | +17 | -2 | 7 | 1,236 | 124 | 97 | 151 |
| South Atlantic | -11 | -14 | -6 | 17 | 2,632 | -4 | -5 | 16 | 2,299 | 100 | 95 | 93 |
| East South Central | -8 | -19 | +27 | 4 | 835 | -5 | +1 | 4 | 784 | 94 | 91 | 76 |
| West South Central | -24 | -13 | -12 | 5 | 666 | -15 | -1 | 4 | 1,601 | 244 | 216 | 215 |
| Mountain | -22 | -11 | -24 | 7 | 786 | 0 | -1 | 6 | 980 | 149 | 111 | 125 |
| Pacific | +9 | -7 | -1 | 4 | 825 | +9 | +9 | 4 | 971 | 118 | 118 | 101 |
| Furniture and house furnishings | -2 | +14 | -11 | 58 | 13,596 | +19 | -2 | 41 | 17,044 | 152 | 124 | 175 |
| Middle Atlantic | +13 | +25 | -5 | 11 | 2,407 | c | c | c | c | c | c | c |
| South Atlantic | -21 | +5 | -3 | 5 | 691 | c | c | c | c | c | c | c |
| West South Central | -8 | -2 | -6 | 4 | 658 | c | c | c | c | c | c | c |
| Mountain | +19 | +4 | -2 | 5 | 490 | c | c | c | c | c | c | c |
| Pacific | -4 | +11 | -16 | 8 | 1,695 | c | c | c | c | c | c | c |
| Hardware | -10 | +11 | -14 | 135 | 50,146 | -6 | -4 | 108 | 88,658 | 204 | 199 | 236 |
| New England | -17 | +8 | -16 | 4 | 528 | 0 | -3 | 4 | 1,594 | 302 | 251 | 333 |
| Middle Atlantic | -7 | +16 | -10 | 25 | 5,930 | -11 | -2 | 19 | 7,843 | 159 | 167 | 187 |
| East North Central | -4 | +14 | -14 | 20 | 11,116 | -8 | -4 | 20 | 19,234 | 173 | 182 | 206 |
| West North Central | -7 | +19 | -14 | 17 | 11,464 | -5 | +6 | 16 | 23,176 | 203 | 199 | 257 |
| South Atlantic | -17 | +5 | -11 | 19 | 3,923 | +3 | -1 | 17 | 7,937 | 223 | 182 | 234 |
| East South Central | -23 | +2 | -15 | 12 | 3,401 | 0 | 0 | 6 | 3,127 | 187 | 148 | 186 |
| West South Central | -9 | +11 | -18 | 15 | 4,801 | -5 | -4 | 9 | 6,323 | 210 | 205 | 244 |
| Mountain | -12 | -4 | -11 | 8 | 2,120 | +9 | -2 | 4 | 2,003 | 266 | 240 | 287 |
| Pacific | -14 | +2 | -19 | 15 | 6,863 | -11 | -3 | 13 | 17,421 | 266 | 257 | 281 |
| Industrial supplies | -23 | 0 | -14 | 70 | 9,201 | -2 | -2 | 50 | 17,328 | 242 | 196 | 249 |
| New England | -23 | +10 | -17 | 8 | 393 | +5 | -1 | 7 | 1,451 | 431 | 312 | 471 |
| Middle Atlantic | -36 | -4 | -22 | 18 | 1,230 | -19 | -2 | 11 | 1,812 | 215 | 189 | 222 |
| East North Central | -17 | -5 | -12 | 9 | 531 | 0 | 0 | 7 | 625 | 190 | 159 | 178 |
| West North Central | +5 | -1 | -11 | 7 | 650 | c | c | c | c | c | c | c |
| South Atlantic | -25 | +4 | -20 | 9 | 741 | +16 | -4 | 8 | 1,607 | 220 | 142 | 237 |
| West South Central | -23 | +4 | -8 | 6 | 3,192 | -1 | -2 | 5 | 6,627 | 258 | 220 | 274 |
| Pacific | -23 | -6 | -15 | 10 | 1,867 | -2 | -1 | 7 | 4,230 | 257 | 205 | 245 |
| Jewelry | -11 | +30 | -18 | 159 | 7,734 | -11 | +1 | 89 | 12,851 | 226 | 220 | 288 |
| New England | -6 | +43 | -18 | 7 | 524 | c | c | c | c | c | c | c |
| Middle Atlantic | -16 | +46 | -23 | 41 | 1,510 | -12 | -3 | 19 | 2,265 | 238 | 208 | 388 |
| East North Central | -9 | +31 | -17 | 47 | 2,367 | -13 | +3 | 25 | 3,495 | 191 | 196 | 239 |
| West North Central | -4 | +23 | -11 | 15 | 1,168 | +5 | +1 | 11 | 2,046 | 220 | 195 | 262 |
| South Atlantic | -3 | +37 | -14 | 5 | 295 | c | c | c | c | c | c | c |
| East South Central | -28 | +35 | -24 | 5 | 144 | c | c | c | c | c | c | c |
| Pacific | -14 | +18 | -18 | 36 | 1,641 | -15 | 0 | 24 | 3,975 | 263 | 267 | 308 |
| Lumber and building materials | -11 | +4 | -9 | 61 | 12,813 | -11 | -6 | 36 | 9,003 | 97 | 94 | 105 |
| Middle Atlantic | -19 | +1 | 0 | 13 | 2,718 | +14 | -4 | 4 | 909 | 49 | 31 | 49 |
| East North Central | -12 | +4 | -16 | 13 | 1,564 | 0 | -10 | 8 | 1,007 | 89 | 86 | 100 |
| West North Central | -18 | +4 | +4 | 6 | 2,130 | c | c | c | c | c | c | c |
| South Atlantic | -11 | +14 | -18 | 8 | 1,369 | -27 | -3 | 6 | 939 | 127 | 137 | 141 |
| East South Central | -7 | +22 | -21 | 4 | 766 | c | c | c | c | c | c | c |
| Mountain | +5 | +3 | -4 | 4 | 2,099 | -20 | -10 | 4 | 1,943 | 93 | 121 | 104 |
| Pacific | -9 | +3 | -18 | 11 | 1,948 | +3 | +8 | 8 | 1,534 | 104 | 93 | 104 |
| Machinery, equipment, supplies (except electrical) | -17 | +6 | -12 | 45 | 3,844 | +7 | +4 | 29 | 6,080 | 196 | 158 | 200 |
| Middle Atlantic | -39 | +1 | -22 | 7 | 502 | -5 | -2 | 4 | 972 | 226 | 143 | 230 |
| East North Central | -16 | +18 | -19 | 10 | 577 | 0 | -1 | 7 | 897 | 189 | 169 | 209 |
| South Atlantic | -5 | +31 | -17 | 5 | 278 | c | c | c | c | c | c | c |
| Pacific | -24 | -8 | -28 | 8 | 414 | +7 | +3 | 4 | 482 | 346 | 213 | 233 |
| Metals | -21 | +14 | -17 | 84 | 5,653 | +17 | -2 | 17 | 9,086 | 176 | 123 | 205 |

(Continued on next page)

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# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## SEPTEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[e] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1949 panel | | Percent change | | September 1949 panel | | | | |
| | Sept. 1949 from Sept. 1948 | Sept. 1949 from Aug. 1949 | 9 mos. 1949 from 9 mos. 1948 [b] | No. of establishments reporting | Reported dollar sales (add 000) | Sept. 1949 from Sept. 1948 | Sept. 1949 from Aug. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Sept. 1949 | Sept. 1948 | August 1949 |
| Optical goods | -4 | -2 | +4 | 10 | $278 | -16 | +2 | 4 | $126 | 107 | 122 | 101 |
| Paints and varnishes | -10 | +3 | -9 | 55 | 5,787 | -12 | 0 | 48 | 14,110 | 251 | 258 | 257 |
| Plumbing and heating supplies | -13 | +9 | -15 | 77 | 10,451 | -25 | -1 | 50 | 10,008 | 125 | 148 | 136 |
| New England | -2 | +5 | -15 | 8 | 292 | c | c | c | c | c | c | c |
| Middle Atlantic | -14 | +15 | -17 | 18 | 1,101 | 0 | +2 | 8 | 548 | 186 | 149 | 190 |
| East North Central | +3 | +8 | -8 | 13 | 1,408 | -6 | -3 | 11 | 1,553 | 126 | 139 | 138 |
| West North Central | +6 | +13 | -10 | 11 | 1,440 | -4 | -7 | 9 | 1,264 | 93 | 103 | 116 |
| South Atlantic | -16 | +8 | -19 | 22 | 5,085 | -33 | 0 | 21 | 6,417 | 130 | 163 | 137 |
| Pacific | -39 | +3 | -20 | 4 | 681 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | -5 | -14 | -9 | 30 | 1,138 | -8 | -2 | 23 | 2,367 | 264 | 267 | 228 |
| Middle Atlantic | -5 | -15 | -8 | 5 | 211 | c | c | c | c | c | c | c |
| East North Central | -7 | -22 | +2 | 5 | 173 | -2 | -3 | 4 | 477 | 322 | 308 | 254 |
| South Atlantic | -4 | -13 | -4 | 5 | 232 | +1 | +3 | 5 | 492 | 212 | 202 | 179 |
| Pacific | -8 | -10 | -17 | 10 | 295 | -12 | -3 | 9 | 752 | 260 | 273 | 241 |
| Surgical, medical, equipment, supplies | +3 | -5 | +2 | 31 | 3,332 | +14 | +5 | 24 | 3,913 | 136 | 124 | 122 |
| Middle Atlantic | -3 | +9 | -2 | 7 | 283 | +13 | +1 | 5 | 395 | 267 | 219 | 288 |
| East North Central | +6 | -5 | +7 | 7 | 2,112 | +18 | +12 | 6 | 2,146 | 107 | 98 | 92 |
| South Atlantic | +11 | -8 | -9 | 5 | 296 | +3 | -3 | 4 | 425 | 151 | 167 | 145 |
| West South Central | 0 | -14 | -1 | 4 | 238 | c | c | c | c | c | c | c |
| Beer | -9 | -22 | +7 | 42 | 2,550 | +12 | -3 | 34 | 773 | 32 | 27 | 26 |
| Middle Atlantic | -7 | -34 | +20 | 8 | 383 | -24 | -34 | 6 | 71 | 19 | 23 | 19 |
| East North Central | -18 | -19 | -9 | 11 | 482 | +10 | -3 | 9 | 149 | 34 | 26 | 28 |
| West North Central | -2 | -19 | +18 | 7 | 1,006 | +28 | +1 | 8 | 142 | 15 | 11 | 12 |
| South Atlantic | -12 | -12 | +5 | 8 | 357 | +43 | +13 | 5 | 228 | 72 | 48 | 58 |
| Pacific | -8 | -29 | +1 | 4 | 257 | -10 | -14 | 4 | 131 | 51 | 53 | 42 |
| Chemicals, industrial | -24 | -1 | -22 | 14 | 1,499 | -14 | -7 | 10 | 1,074 | 83 | 71 | 87 |
| New England | -18 | -2 | -24 | 4 | 380 | c | c | c | c | c | c | c |
| Middle Atlantic | -33 | +2 | -28 | 4 | 581 | c | c | c | c | c | c | c |
| Clothing and furnishings (except shoes) | -4 | +94 | -23 | 24 | 4,485 | -21 | +36 | 13 | 2,164 | 88 | 111 | 113 |
| Coal | -32 | +1 | -25 | 8 | 3,917 | -18 | +3 | 4 | 8,916 | 293 | 363 | 376 |
| Confectionery | -7 | +1 | -2 | 49 | 1,960 | +10 | +3 | 31 | 1,362 | 87 | 73 | 86 |
| Middle Atlantic | -4 | -2 | -3 | 10 | 631 | -2 | +9 | 8 | 252 | 53 | 52 | 51 |
| North Central | -7 | -8 | +1 | 8 | 424 | +12 | +6 | 7 | 285 | 72 | 62 | 64 |
| South Atlantic | -9 | +4 | -5 | 13 | 262 | +2 | +6 | 7 | 203 | 112 | 99 | 107 |
| South Central | 0 | +13 | +2 | 10 | 255 | +12 | +14 | 6 | 214 | 119 | 104 | 117 |
| Pacific | -19 | +5 | -11 | 4 | 273 | c | c | c | c | c | c | c |
| Dairy and poultry products | -20 | -8 | -16 | 30 | 5,731 | -25 | -11 | 21 | 2,509 | 50 | 54 | 53 |
| Drugs and sundries (liquor excluded) | +1 | +5 | +1 | 179 | 47,611 | +1 | +4 | 143 | 65,220 | 167 | 167 | 169 |
| New England | +1 | +6 | +3 | 12 | 2,312 | +5 | +7 | 10 | 3,061 | 161 | 153 | 161 |
| Middle Atlantic | +4 | +7 | +1 | 25 | 9,350 | +1 | +5 | 18 | 8,984 | 146 | 151 | 149 |
| East North Central | 0 | +6 | +2 | 22 | 6,889 | -4 | +3 | 19 | 8,313 | 139 | 144 | 144 |
| West North Central | -2 | +7 | +2 | 20 | 5,762 | +2 | +1 | 18 | 8,140 | 161 | 155 | 169 |
| South Atlantic | -2 | +4 | +2 | 30 | 5,783 | -1 | +1 | 22 | 7,384 | 180 | 182 | 188 |
| East South Central | +1 | +6 | -1 | 18 | 3,399 | -3 | +5 | 12 | 4,891 | 178 | 185 | 181 |
| West South Central | +3 | +7 | +4 | 23 | 5,452 | +8 | +3 | 19 | 9,121 | 196 | 191 | 203 |
| Mountain | -1 | +1 | +1 | 11 | 2,167 | +4 | +3 | 9 | 3,932 | 187 | 178 | 184 |
| Pacific | +1 | +1 | 0 | 20 | 6,497 | 0 | +7 | 18 | 11,394 | 178 | 179 | 169 |
| Dry goods | -14 | +7 | -21 | 165 | 50,928 | -27 | -6 | 125 | 65,709 | 149 | 173 | 169 |
| New England | -11 | +29 | -15 | 7 | 782 | -32 | -6 | 7 | 679 | 87 | 114 | 119 |
| Middle Atlantic | -13 | +13 | -21 | 48 | 8,301 | -9 | -3 | 29 | 8,718 | 146 | 142 | 176 |
| East North Central | -7 | +18 | -19 | 14 | 3,287 | -18 | -2 | 13 | 4,147 | 147 | 158 | 170 |
| West North Central | -3 | +1 | -17 | 9 | 7,419 | -25 | -6 | 8 | 10,398 | 141 | 184 | 151 |
| South Atlantic | -23 | +6 | -21 | 22 | 3,595 | -17 | -3 | 17 | 5,136 | 165 | 151 | 177 |
| East South Central | -15 | +15 | -22 | 16 | 2,445 | -18 | -4 | 11 | 2,591 | 140 | 150 | 172 |
| West South Central | -19 | -7 | -20 | 13 | 1,885 | -33 | -3 | 12 | 2,453 | 134 | 168 | 129 |
| Mountain | -4 | -8 | -11 | 6 | 963 | -6 | -3 | 8 | 1,270 | 132 | 136 | 125 |
| Pacific | -5 | +4 | -9 | 18 | 5,032 | +21 | +1 | 10 | 7,325 | 341 | 217 | 328 |
| Farm supplies | -19 | -14 | -10 | 23 | 3,004 | +14 | -4 | 10 | 847 | 74 | 58 | 85 |
| Fresh fruits and vegetables | -8 | -10 | -5 | 68 | 5,749 | -10 | +5 | 43 | 1,129 | 29 | 29 | 25 |
| New England | -36 | -36 | -14 | 8 | 259 | +6 | +13 | 8 | 34 | 13 | 8 | 7 |
| Middle Atlantic | -13 | -2 | -9 | 17 | 1,479 | -12 | +81 | 9 | 156 | 25 | 24 | 15 |
| East North Central | +7 | -7 | -1 | 17 | 1,321 | -1 | -3 | 11 | 473 | 43 | 47 | 43 |
| West North Central | -7 | -14 | 0 | 4 | 261 | +28 | +17 | 4 | 149 | 57 | 42 | 42 |
| South Atlantic | +9 | +14 | +10 | 8 | 401 | +18 | +48 | 4 | 59 | 24 | 24 | 18 |
| East South Central | -5 | -1 | -5 | 5 | 184 | c | c | c | c | c | c | c |
| Pacific | +5 | -9 | -3 | 6 | 1,351 | +3 | +47 | 4 | 122 | 14 | 12 | 10 |
| Groceries, total | -6 | +3 | -2 | 591 | 113,456 | -4 | +4 | 399 | 109,518 | 132 | 128 | 130 |
| Non-affiliated full-line wholesalers[d] | -8 | +2 | -1 | 337 | 52,984 | -5 | +4 | 218 | 48,075 | 121 | 118 | 121 |
| New England | -8 | +6 | -8 | 7 | 1,531 | -2 | -3 | 4 | 1,918 | 147 | 141 | 170 |
| Middle Atlantic | -3 | +10 | 0 | 24 | 4,154 | +8 | +6 | 13 | 3,435 | 102 | 92 | 110 |
| East North Central | -1 | +12 | +2 | 55 | 10,327 | -6 | +5 | 25 | 10,174 | 134 | 141 | 147 |
| West North Central | +4 | 0 | +10 | 52 | 9,125 | -2 | +8 | 43 | 9,272 | 115 | 122 | 106 |
| South Atlantic | -9 | +2 | -7 | 62 | 7,198 | -8 | +9 | 36 | 5,671 | 114 | 112 | 108 |
| East South Central | -10 | +2 | -11 | 30 | 3,306 | -7 | +3 | 22 | 2,585 | 98 | 94 | 98 |
| West South Central | -15 | -1 | -4 | 83 | 10,930 | -3 | +1 | 60 | 10,673 | 131 | 109 | 129 |
| Mountain | 0 | +2 | -3 | 9 | 1,245 | -14 | +15 | 7 | 1,503 | 129 | 154 | 114 |
| Pacific | -4 | -7 | +4 | 15 | 5,168 | -18 | -4 | 8 | 2,846 | 119 | 119 | 112 |
| Voluntary-group wholesalers | -8 | -1 | -4 | 141 | 37,900 | -6 | +5 | 112 | 43,481 | 144 | 140 | 136 |
| New England | -10 | -7 | -4 | 9 | 2,511 | -11 | +7 | 4 | 851 | 108 | 115 | 94 |
| Middle Atlantic | -4 | 0 | -3 | 35 | 8,941 | -14 | +2 | 22 | 10,576 | 119 | 203 | 178 |
| East North Central | -6 | +2 | -4 | 58 | 10,075 | +4 | +10 | 33 | 11,129 | 128 | 113 | 117 |
| West North Central | -11 | -8 | +1 | 24 | 5,701 | -3 | 0 | 24 | 10,347 | 181 | 187 | 187 |
| South Atlantic | -8 | 0 | -6 | 11 | 1,832 | -8 | 0 | 6 | 969 | 111 | 115 | 109 |
| Pacific | -10 | 0 | -7 | 10 | 6,753 | -6 | +13 | 9 | 6,863 | 113 | 107 | 99 |
| Retailer-cooperative warehouses | +6 | +14 | +9 | 21 | 10,127 | -8 | +2 | 14 | 8,084 | 128 | 136 | 122 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## SEPTEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1949 panel | | Percent change | | September 1949 panel | | | | |
| | Sept. 1949 from Sept. 1948 | Sept. 1949 from Aug. 1949 | 9 mos. 1949 from 9 mos. 1948 [b] | No. of establishments reporting | Reported dollar sales (add 000) | Sept. 1949 from Sept. 1948 | Sept. 1949 from Aug. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Sept. 1949 | Sept. 1948 | August 1949 |
| Specialty lines wholesalers | -9 | +13 | -7 | 92 | $12,445 | +3 | -1 | 57 | $11,876 | 145 | 128 | 162 |
| New England | +7 | +21 | -11 | 6 | 151 | c | c | c | c | c | c | c |
| Middle Atlantic | -1 | +19 | -6 | 20 | 3,347 | +9 | -3 | 10 | 1,843 | 114 | 108 | 121 |
| East North Central | +14 | +49 | +8 | 11 | 762 | +4 | +12 | 6 | 190 | 71 | 70 | 73 |
| South Atlantic | +9 | +14 | +1 | 24 | 1,508 | -7 | +7 | 16 | 1,210 | 109 | 139 | 120 |
| East South Central | +6 | +15 | +6 | 4 | 171 | c | c | c | c | c | c | c |
| West South Central | +10 | +6 | -5 | 5 | 340 | +2 | +9 | 4 | 225 | 110 | 97 | 106 |
| Pacific | -20 | +6 | -11 | 18 | 5,822 | +4 | -3 | 14 | 8,132 | 177 | 138 | 200 |
| Leather and shoe findings | -12 | +7 | -13 | 34 | 592 | -7 | -3 | 17 | 1,071 | 317 | 317 | 354 |
| Middle Atlantic | 0 | +21 | -2 | 9 | 75 | c | c | c | c | c | c | c |
| East North Central | -9 | +14 | -11 | 6 | 84 | c | c | c | c | c | c | c |
| West North Central | +2 | +12 | -8 | 6 | 91 | c | c | c | c | c | c | c |
| Pacific | -24 | -1 | -19 | 6 | 235 | c | c | c | c | c | c | c |
| Meats and meat products | -12 | -9 | -12 | 49 | 37,240 | -4 | -5 | 43 | 14,689 | 45 | 42 | 42 |
| Middle Atlantic | -10 | -6 | -12 | 10 | 3,676 | c | c | c | c | c | c | c |
| East North Central | -22 | +2 | -13 | 13 | 9,231 | c | c | c | c | c | c | c |
| South Atlantic | -23 | -17 | -10 | 4 | 395 | c | c | c | c | c | c | c |
| Paper and its products | -7 | 0 | -10 | 62 | 7,912 | -9 | -1 | 37 | 6,176 | 122 | 130 | 126 |
| New England | -14 | -10 | -10 | 5 | 241 | +8 | -10 | 4 | 313 | 213 | 178 | 201 |
| Middle Atlantic | -3 | +12 | -14 | 17 | 2,053 | -19 | -1 | 10 | 948 | 75 | 98 | 94 |
| East North Central | -15 | -3 | -11 | 20 | 3,372 | -11 | +1 | 13 | 2,593 | 122 | 117 | 119 |
| West North Central | -8 | -2 | -10 | 4 | 294 | c | c | c | c | c | c | c |
| South Atlantic | -7 | +17 | -13 | 6 | 428 | c | c | c | c | c | c | c |
| Pacific | +18 | -8 | -1 | 4 | 984 | c | c | c | c | c | c | c |
| Petroleum | -12 | -2 | -9 | 25 | 3,056 | -8 | -2 | 25 | 2,592 | 85 | 82 | 84 |
| Shoes and other footwear | -5 | +4 | -8 | 27 | 28,642 | -7 | -8 | 20 | 49,637 | 176 | 179 | 199 |
| New England | -17 | -5 | -20 | 4 | 647 | c | c | c | c | c | c | c |
| Middle Atlantic | -7 | -25 | -2 | 5 | 652 | c | c | c | c | c | c | c |
| West North Central | +11 | -11 | -3 | 4 | 1,817 | c | c | c | c | c | c | c |
| Pacific | -11 | +1 | -20 | 5 | 286 | c | c | c | c | c | c | c |
| Tobacco products | -3 | -6 | -1 | 278 | 37,730 | -4 | +4 | 165 | 14,537 | 59 | 59 | 54 |
| New England | -13 | -26 | +1 | 24 | 2,822 | +5 | 0 | 14 | 722 | 55 | 53 | 50 |
| Middle Atlantic | -6 | -4 | -3 | 58 | 12,119 | -12 | +5 | 38 | 6,248 | 63 | 67 | 58 |
| East North Central | +1 | -3 | 0 | 54 | 6,573 | +10 | +8 | 24 | 1,921 | 58 | 54 | 53 |
| West North Central | -2 | -1 | -3 | 44 | 4,831 | -17 | -3 | 25 | 1,497 | 56 | 63 | 57 |
| South Atlantic | -10 | -6 | 0 | 19 | 3,976 | +2 | +1 | 18 | 2,005 | 51 | 45 | 47 |
| East South Central | 0 | -14 | +1 | 13 | 1,068 | 0 | +10 | 9 | 487 | 59 | 58 | 44 |
| West South Central | +5 | -2 | +6 | 28 | 1,912 | +2 | +2 | 11 | 400 | 49 | 47 | 46 |
| Mountain | +9 | -1 | +7 | 15 | 1,081 | +57 | +19 | 12 | 584 | 95 | 73 | 79 |
| Pacific | +10 | +1 | 0 | 23 | 3,348 | +6 | +4 | 14 | 773 | 51 | 54 | 48 |
| Wines and spirits[e] | -1 | +23 | c | 290 | 69,782 | +5 | +2 | 235 | 78,825 | 144 | 135 | 174 |
| New England | -13 | -6 | c | 22 | 3,277 | +1 | +2 | 17 | 3,258 | 131 | 109 | 122 |
| Middle Atlantic | +17 | +41 | c | 44 | 21,511 | +6 | -3 | 39 | 21,415 | 128 | 145 | 186 |
| East North Central | +4 | +24 | c | 51 | 10,811 | +10 | +2 | 42 | 11,788 | 139 | 126 | 163 |
| West North Central | -4 | +34 | c | 30 | 5,791 | +4 | 0 | 22 | 4,129 | 120 | 106 | 162 |
| South Atlantic | -9 | +11 | c | 48 | 9,253 | +4 | +5 | 43 | 13,677 | 163 | 143 | 171 |
| East South Central | +8 | +21 | c | 15 | 2,650 | 0 | +1 | 12 | 2,482 | 128 | 136 | 151 |
| West South Central | -15 | +31 | c | 30 | 6,067 | -14 | +6 | 25 | 9,243 | 167 | 164 | 211 |
| Mountain | -11 | -5 | c | 15 | 1,415 | -10 | +1 | 12 | 2,043 | 157 | 158 | 150 |
| Pacific | -17 | +10 | c | 35 | 9,007 | +30 | +6 | 23 | 10,790 | 164 | 113 | 178 |
| Miscellaneous | -9 | +11 | -11 | 12 | 2,413 | -11 | +1 | 6 | 2,012 | 268 | 204 | 301 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d Not affiliated with voluntary or cooperative groups.
e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:
New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N. Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mexico., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Philip M. Hauser, *Acting Director*

For Release
December 2, 1949

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## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### OCTOBER 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,664 wholesale houses in various lines of trade.

SALES

October dollar sales of wholesalers declined 3 percent from the previous month and were 10 percent lower than sales a year ago. Cumulative sales for the first ten months of 1949 were 8 percent below the same period of 1948.

While declines from October 1948 were reported from all geographic divisions, month-to-month gains were shown in the New England and Pacific regions with little or no change indicated for the Middle Atlantic region.

With few exceptions, October sales for trades covered by this report were lower than last year. There were marked variations among trades, however, in month-to-month sales trends, ranging from a 23 percent decline in shoes and other footwear to a gain of 12 percent in paints and varnishes. Twenty-one trades reported declines, 16 showed gains and 1 no change.

INVENTORIES

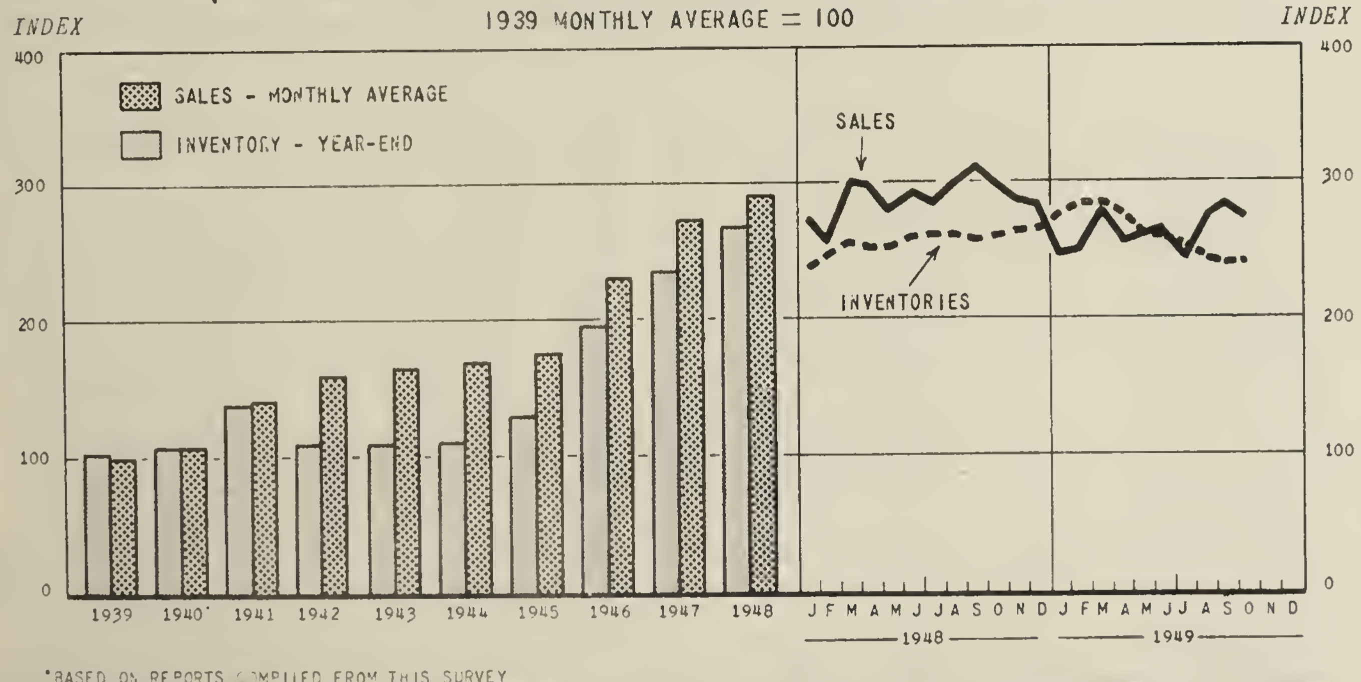
Inventories, after declining steadily since February, leveled off at the end of October (with little or no change from the previous month) but were still 9 percent lower than October 1948 stocks. According to the reports of 2,680 establishments reporting inventories in conjunction with sales, the October stock-sales ratio of 146 was 6 points above the September ratio and 2 points over October of last year.

RETAIL TRADE

October sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 2 percent above the previous month but 6 percent lower than October 1948. Cumulative sales for the first ten months of 1949 were 2 percent below the corresponding period in 1948.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES***

**(Service and Limited Function Wholesalers Only)**



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURES OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1949 panel | | Percent change | | October 1949 panel | | | | |
| | Oct. 1949 from Oct. 1948 | Oct. 1949 from Sept. 1949 | 10 mos. 1949 from 10 mos. 1948[b] | No. of establishments reporting | Reported dollar values (add 000) | Oct. 1949 from Oct. 1948 | Oct. 1949 from Sept. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Oct. 1949 | Oct. 1948 | Sept. 1949 |
| United States | -10 | -3 | -8 | 3,664 | $665,541 | -9 | +1 | 2,680 | 776,775 | 146 | 144 | 140 |
| New England | -8 | +3 | -10 | 231 | 27,103 | -14 | 0 | 173 | 27,060 | 134 | 144 | 136 |
| Middle Atlantic | -6 | 0 | -6 | 687 | 131,784 | -10 | 0 | 463 | 113,207 | 117 | 120 | 118 |
| East North Central | -11 | -5 | -8 | 670 | 112,013 | -7 | +1 | 487 | 120,887 | 130 | 125 | 123 |
| West North Central | -7 | -3 | -6 | 400 | 89,613 | -7 | 0 | 307 | 111,552 | 151 | 151 | 146 |
| South Atlantic | -12 | -6 | -8 | 458 | 61,431 | -6 | +1 | 339 | 73,411 | 151 | 139 | 140 |
| East South Central | -15 | -8 | -10 | 203 | 29,943 | -13 | +1 | 150 | 33,638 | 141 | 137 | 129 |
| West South Central | -13 | -5 | -6 | 320 | 50,647 | -3 | +3 | 237 | 67,317 | 165 | 146 | 151 |
| Mountain | -8 | -5 | -7 | 171 | 21,641 | -7 | 0 | 137 | 27,622 | 153 | 153 | 144 |
| Pacific | -6 | +2 | -9 | 370 | 75,101 | -7 | -1 | 247 | 94,599 | 160 | 163 | 166 |
| Automotive supplies | -11 | -4 | -11 | 251 | 17,974 | -8 | -2 | 158 | 16,476 | 217 | 202 | 224 |
| New England | -22 | -15 | -15 | 8 | 458 | +18 | +10 | 4 | 396 | 240 | 149 | 200 |
| Middle Atlantic | -17 | +4 | -13 | 40 | 1,054 | -5 | -1 | 37 | 2,343 | 241 | 211 | 252 |
| East North Central | -21 | -9 | -16 | 57 | 3,143 | -6 | -2 | 43 | 4,014 | 200 | 169 | 201 |
| West North Central | -12 | +3 | -10 | 37 | 4,527 | +3 | -5 | 17 | 2,572 | 228 | 189 | 268 |
| South Atlantic | +5 | -9 | -4 | 20 | 2,910 | -15 | -9 | 13 | 1,261 | 115 | 168 | 148 |
| East South Central<br>West South Central | -4 | -11 | -11 | 16 | 2,324 | -18 | -4 | 10 | 1,300 | 218 | 192 | 174 |
| Mountain | -10 | -4 | -11 | 18 | 1,050 | +5 | +4 | 10 | 1,197 | 263 | 219 | 232 |
| Pacific | -10 | +7 | -14 | 55 | 2,508 | -18 | 0 | 24 | 3,393 | 291 | 298 | 304 |
| Electrical group, total | -11 | -3 | -8 | 613 | 111,575 | -20 | -4 | 543 | 122,478 | 117 | 129 | 117 |
| Full-line wholesalers | -13 | -4 | -8 | 390 | 87,609 | -21 | -4 | 380 | 102,168 | 118 | 130 | 118 |
| New England | -2 | +7 | -8 | 31 | 5,449 | -31 | -8 | 31 | 5,970 | 110 | 155 | 128 |
| Middle Atlantic | -15 | -2 | -5 | 50 | 13,310 | -24 | -7 | 49 | 13,932 | 106 | 118 | 111 |
| East North Central | -12 | -3 | -10 | 77 | 21,759 | -17 | -6 | 74 | 24,644 | 116 | 123 | 119 |
| West North Central | -18 | -5 | -7 | 40 | 9,286 | -26 | 0 | 40 | 9,822 | 106 | 118 | 100 |
| South Atlantic | -15 | -9 | -6 | 58 | 11,131 | -20 | -3 | 56 | 13,584 | 126 | 137 | 118 |
| East South Central | -11 | -10 | -5 | 22 | 3,678 | -12 | 0 | 20 | 4,207 | 120 | 122 | 106 |
| West South Central | -13 | -8 | -2 | 43 | 7,517 | -14 | -3 | 43 | 9,990 | 133 | 134 | 125 |
| Mountain | -9 | -7 | -10 | 28 | 3,322 | -20 | 0 | 27 | 4,274 | 131 | 149 | 122 |
| Pacific | -15 | -2 | -14 | 41 | 12,157 | -22 | -5 | 40 | 15,745 | 130 | 143 | 134 |
| Wiring supplies, construction materials distributors | -9 | +7 | -16 | 130 | 6,283 | -11 | -2 | 81 | 6,446 | 137 | 140 | 151 |
| New England | -10 | +4 | -16 | 13 | 467 | +8 | +6 | 5 | 258 | 162 | 150 | 163 |
| Middle Atlantic | -3 | +15 | -6 | 30 | 1,197 | -2 | -20 | 20 | 1,275 | 128 | 127 | 187 |
| East North Central | -11 | +11 | -18 | 29 | 1,771 | -15 | +8 | 23 | 2,198 | 139 | 144 | 141 |
| West North Central | -11 | +3 | -6 | 8 | 804 | -25 | -7 | 5 | 463 | 120 | 136 | 128 |
| South Atlantic | -30 | -10 | -29 | 16 | 588 | -8 | +6 | 11 | 732 | 167 | 128 | 141 |
| West South Central | +10 | +15 | -10 | 9 | 670 | +5 | -6 | 6 | 649 | 134 | 144 | 170 |
| Pacific | -3 | +5 | -19 | 8 | 466 | -22 | +3 | 7 | 708 | 154 | 192 | 158 |
| Appliances and specialties wholesalers | +3 | 0 | -3 | 103 | 17,683 | -18 | 0 | 83 | 13,864 | 101 | 117 | 99 |
| New England | -3 | -14 | -10 | 12 | 1,009 | -30 | -11 | 12 | 903 | 89 | 124 | 87 |
| Middle Atlantic | +16 | +3 | +3 | 23 | 7,324 | -31 | +5 | 14 | 3,572 | 80 | 114 | 80 |
| East North Central | +5 | -9 | -2 | 16 | 1,990 | -21 | +9 | 11 | 1,322 | 79 | 111 | 64 |
| West North Central | -16 | -12 | -13 | 12 | 1,052 | +4 | +1 | 9 | 1,513 | 159 | 124 | 135 |
| South Atlantic | -11 | +8 | -7 | 15 | 1,634 | -5 | -7 | 14 | 1,428 | 129 | 112 | 130 |
| East South Central | -26 | -13 | +20 | 4 | 673 | -19 | -11 | 4 | 650 | 97 | 89 | 95 |
| West South Central | -19 | +3 | -13 | 6 | 699 | -15 | -1 | 5 | 1,578 | 229 | 218 | 240 |
| Mountain | -22 | +3 | -24 | 7 | 806 | -7 | +3 | 7 | 1,150 | 143 | 120 | 142 |
| Pacific | +18 | +6 | +3 | 8 | 2,496 | -6 | -1 | 7 | 1,748 | 73 | 94 | 79 |
| Furniture and house furnishings | -5 | +2 | -10 | 59 | 13,843 | +119 | -4 | 45 | 16,931 | 144 | 116 | 153 |
| Middle Atlantic | +9 | +6 | -4 | 12 | 2,718 | +41 | -11 | 8 | 2,244 | 116 | 100 | 142 |
| East North Central | -11 | 0 | -8 | 5 | 920 | c | c | c | c | c | c | c |
| West North Central | -15 | -4 | -15 | 6 | 3,413 | +29 | -5 | 6 | 5,478 | 161 | 106 | 162 |
| South Atlantic | +5 | +10 | -3 | 5 | 759 | c | c | c | c | c | c | c |
| West South Central | +4 | -2 | -4 | 10 | 1,488 | +1 | -1 | 9 | 1,952 | 146 | 154 | 153 |
| Mountain | +3 | +6 | -1 | 6 | 717 | +15 | 0 | 5 | 1,185 | 185 | 173 | 196 |
| Pacific | -9 | +3 | -15 | 12 | 3,137 | +8 | -2 | 10 | 3,741 | 124 | 105 | 131 |
| Hardware | -14 | -1 | -14 | 142 | 50,347 | -8 | -3 | 110 | 83,584 | 202 | 188 | 205 |
| Middle Atlantic | -5 | +6 | -9 | 27 | 7,627 | -6 | -3 | 19 | 7,641 | 149 | 150 | 163 |
| East North Central | -17 | -4 | -15 | 17 | 8,349 | -4 | +1 | 17 | 15,007 | 180 | 156 | 172 |
| West North Central | -15 | -3 | -14 | 17 | 11,028 | -9 | -4 | 16 | 21,673 | 198 | 185 | 199 |
| South Atlantic | -19 | -4 | -12 | 25 | 4,993 | -3 | -5 | 21 | 10,069 | 227 | 192 | 229 |
| East South Central | -22 | +3 | -16 | 12 | 3,498 | c | c | c | c | c | c | c |
| West South Central | -13 | -4 | -13 | 15 | 4,654 | -5 | 0 | 9 | 6,300 | 215 | 210 | 207 |
| Mountain | -14 | 0 | -11 | 11 | 2,266 | +3 | -4 | 7 | 2,445 | 277 | 251 | 279 |
| Pacific | -13 | +3 | -19 | 15 | 7,567 | -14 | -2 | 13 | 16,990 | 252 | 256 | 266 |
| Industrial supplies | -22 | +2 | -15 | 72 | 9,925 | -8 | -5 | 51 | 17,214 | 226 | 203 | 343 |
| New England | -9 | +11 | -16 | 9 | 699 | -12 | -5 | 8 | 1,953 | 301 | 319 | 357 |
| Middle Atlantic | -32 | +11 | -23 | 19 | 1,411 | -20 | -2 | 12 | 1,920 | 204 | 177 | 222 |
| East North Central | -22 | +3 | -13 | 10 | 835 | -2 | -7 | 6 | 529 | 191 | 179 | 193 |
| West North Central | -3 | -1 | -10 | 7 | 646 | c | c | c | c | c | c | c |
| South Atlantic | -39 | -10 | -23 | 8 | 647 | -9 | +1 | 7 | 1,557 | 243 | 163 | 217 |
| West South Central | -24 | -6 | -10 | 6 | 2,995 | -5 | -7 | 5 | 6,176 | 252 | 227 | 258 |
| Pacific | -14 | +10 | -15 | 10 | 2,057 | -9 | -7 | 7 | 3,938 | 213 | 204 | 257 |
| Jewelry | -12 | +10 | -17 | 154 | 8,210 | -4 | -1 | 88 | 11,385 | 187 | 166 | 210 |
| New England | +1 | -1 | -15 | 7 | 519 | c | c | c | c | c | c | c |
| Middle Atlantic | -13 | +11 | -21 | 43 | 2,434 | -9 | -2 | 20 | 2,936 | 162 | 147 | 186 |
| East North Central | -8 | +11 | -16 | 45 | 2,462 | +1 | -3 | 26 | 3,371 | 174 | 159 | 201 |
| West North Central | -14 | +7 | -11 | 15 | 1,190 | +12 | +3 | 12 | 2,222 | 228 | 169 | 223 |
| South Atlantic | -6 | -3 | -13 | 5 | 285 | c | c | c | c | c | c | c |
| Pacific | -20 | +25 | -18 | 33 | 1,185 | -17 | -2 | 21 | 1,961 | 196 | 186 | 258 |
| Lumber and building materials | -9 | -1 | -9 | 62 | 12,498 | -12 | 0 | 36 | 9,451 | 112 | 110 | 108 |
| Middle Atlantic | -19 | +4 | -2 | 15 | 3,041 | +9 | +3 | 5 | 954 | 49 | 33 | 43 |
| East North Central | -2 | +4 | -15 | 12 | 1,323 | -15 | -1 | 8 | 944 | 109 | 127 | 114 |
| West North Central | -4 | -1 | +2 | 6 | 2,111 | c | c | c | c | c | c | c |
| South Atlantic | -9 | +4 | -17 | 8 | 1,422 | -24 | +4 | 6 | 972 | 131 | 146 | 127 |
| East South Central | -3 | -1 | -19 | 4 | 755 | c | c | c | c | c | c | c |
| Mountain | -17 | -25 | -6 | 4 | 1,571 | -25 | -1 | 4 | 1,915 | 122 | 136 | 93 |
| Pacific | +1 | +8 | -16 | 10 | 2,019 | +19 | -2 | 7 | 1,985 | 160 | 133 | 173 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales$^{a}$ ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1949 panel | | Percent change | | October 1949 panel | | | | |
| | Oct. 1949 from Oct. 1948 | Oct. 1949 from Sept. 1949 | 10 mos. 1949 from 10 mos. 1948$^{b}$ | No. of establishments reporting | Reported dollar values (add 000) | Oct. 1949 from Oct. 1948 | Oct. 1949 from Sept. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Oct. 1949 | Oct. 1948 | Sept. 1949 |
| Machinery equipment, supplies (except electrical) | -18 | -1 | -13 | 48 | $4,031 | +4 | -4 | 33 | $7,033 | 206 | 182 | 213 |
| Middle Atlantic | -44 | -4 | -25 | 7 | 484 | -12 | -8 | 4 | 895 | 210 | 127 | 226 |
| East North Central | -13 | -3 | -19 | 12 | 819 | 0 | -1 | 10 | 1,329 | 177 | 148 | 172 |
| South Atlantic | -11 | -17 | -15 | 6 | 243 | c | c | c | c | c | c | c |
| West South Central | -11 | -7 | +3 | 5 | 662 | +33 | -9 | 4 | 1,545 | 254 | 185 | 254 |
| Pacific | -23 | +3 | -28 | 8 | 429 | +7 | -1 | 4 | 1,174 | 720 | 433 | 596 |
| Metals | -18 | +9 | -17 | 26 | 7,830 | +1 | -10 | 21 | 11,493 | 153 | 124 | 183 |
| New England | -30 | 0 | -27 | 4 | 231 | c | c | c | c | c | c | c |
| Middle Atlantic | -13 | +15 | -12 | 4 | 2,728 | c | c | c | c | c | c | c |
| East North Central | -31 | 0 | -22 | 5 | 1,039 | +22 | -10 | 4 | 1,758 | 177 | 100 | 194 |
| Optical goods | -4 | -4 | +3 | 8 | 240 | -25 | -5 | 4 | 110 | 108 | 142 | 108 |
| Paints and varnishes | +2 | +12 | -8 | 55 | 6,456 | -9 | +2 | 47 | 14,300 | 228 | 256 | 252 |
| Plumbing and heating supplies | -16 | +2 | -15 | 80 | 10,634 | -24 | -2 | 55 | 10,159 | 120 | 134 | 126 |
| New England | -5 | +16 | -14 | 7 | 404 | c | c | c | c | c | c | c |
| Middle Atlantic | -17 | -4 | -17 | 16 | 1,058 | -6 | -8 | 6 | 505 | 162 | 146 | 166 |
| East North Central | -3 | +3 | -7 | 11 | 1,372 | -13 | -1 | 9 | 1,460 | 123 | 136 | 127 |
| West North Central | -15 | -5 | -11 | 11 | 1,364 | -4 | -4 | 9 | 1,210 | 96 | 83 | 93 |
| South Atlantic<br>East South Central | -16 | +5 | -18 | 27 | 5,600 | -32 | -2 | 25 | 6,339 | 118 | 146 | 127 |
| Refrigeration equipment, parts (commercial) | -1 | -7 | -8 | 30 | 1,043 | -8 | +1 | 24 | 2,364 | 287 | 305 | 260 |
| Middle Atlantic | +8 | -4 | -6 | 6 | 240 | c | c | c | c | c | c | c |
| East North Central | -1 | -14 | +2 | 5 | 137 | -9 | +2 | 4 | 487 | 393 | 417 | 322 |
| South Atlantic | +1 | -6 | -3 | 6 | 241 | +11 | +9 | 6 | 593 | 246 | 224 | 211 |
| Pacific | -14 | -21 | -17 | 7 | 173 | -14 | 0 | 7 | 547 | 316 | 316 | 251 |
| Surgical, medical, equipment, supplies | +4 | +3 | +2 | 31 | 3,440 | +22 | +6 | 23 | 3,941 | 139 | 118 | 135 |
| Middle Atlantic | -2 | +8 | -2 | 7 | 305 | +5 | +1 | 4 | 337 | 248 | 215 | 272 |
| East North Central | +5 | +3 | +7 | 8 | 2,248 | +28 | +8 | 7 | 2,534 | 119 | 98 | 113 |
| South Atlantic | +19 | +6 | -9 | 5 | 314 | c | c | c | c | c | c | c |
| West South Central | 0 | +2 | -1 | 4 | 243 | c | c | c | c | c | c | c |
| Beer | 0 | -12 | +6 | 44 | 2,341 | +15 | -4 | 37 | 826 | 37 | 33 | 34 |
| Middle Atlantic | -10 | -14 | +19 | 8 | 383 | +10 | -11 | 7 | 86 | 23 | 23 | 22 |
| East North Central | -4 | -6 | -8 | 12 | 479 | +9 | -4 | 10 | 174 | 39 | 35 | 39 |
| West North Central | +7 | -12 | +16 | 6 | 872 | +17 | -11 | 5 | 102 | 12 | 12 | 12 |
| South Atlantic | -13 | -14 | +3 | 6 | 307 | +38 | -13 | 5 | 198 | 70 | 49 | 72 |
| East South Central | -12 | -14 | -10 | 5 | 72 | +14 | +6 | 5 | 106 | 147 | 113 | 119 |
| Pacific | -5 | -18 | +1 | 5 | 224 | c | c | c | c | c | c | c |
| Chemicals, industrial | -20 | +7 | -21 | 13 | 1,469 | -15 | +5 | 10 | 1,071 | 85 | 76 | 87 |
| Clothing and furnishings (except shoes) | -1 | -22 | -20 | 24 | 3,599 | -11 | +1 | 14 | 2,284 | 104 | 127 | 88 |
| Middle Atlantic | +2 | -22 | -22 | 8 | 3,324 | c | c | c | c | c | c | c |
| East North Central | -17 | -24 | -21 | 5 | 175 | c | c | c | c | c | c | c |
| South Atlantic | -27 | -17 | -20 | 4 | 88 | c | c | c | c | c | c | c |
| Coal | -42 | -2 | -27 | 10 | 4,071 | -34 | -15 | 5 | 5,952 | 201 | 286 | 275 |
| Confectionery | -2 | +3 | -2 | 46 | 1,903 | +8 | +4 | 28 | 1,344 | 86 | 80 | 87 |
| Middle Atlantic | -11 | -8 | -4 | 8 | 495 | -16 | -3 | 4 | 186 | 51 | 54 | 48 |
| East North Central | -16 | -8 | -10 | 4 | 85 | c | c | c | c | c | c | c |
| West North Central | -3 | -2 | +8 | 4 | 325 | +15 | +9 | 4 | 250 | 77 | 65 | 69 |
| South Atlantic | +2 | 0 | -4 | 13 | 262 | +6 | +3 | 7 | 210 | 116 | 121 | 112 |
| East South Central | -13 | -7 | -2 | 6 | 90 | c | c | c | c | c | c | c |
| Dairy and poultry products | -14 | +4 | -15 | 28 | 5,891 | -23 | -15 | 18 | 2,058 | 41 | 47 | 51 |
| Drugs and sundries (liquor excluded) | 0 | -6 | +1 | 189 | 46,558 | +4 | +5 | 147 | 69,952 | 188 | 180 | 167 |
| New England | 0 | -5 | +2 | 14 | 2,393 | +4 | +5 | 11 | 3,543 | 192 | 183 | 171 |
| Middle Atlantic | -3 | -7 | 0 | 25 | 8,668 | +4 | +6 | 18 | 9,488 | 173 | 159 | 146 |
| East North Central | -4 | -6 | +1 | 25 | 7,506 | 0 | +7 | 20 | 9,565 | 180 | 154 | 140 |
| West North Central | -3 | -8 | +1 | 23 | 5,654 | +7 | +6 | 19 | 9,129 | 189 | 169 | 163 |
| South Atlantic | 0 | -6 | +2 | 30 | 5,472 | +5 | +5 | 22 | 7,779 | 202 | 192 | 179 |
| East South Central | +1 | -8 | 0 | 18 | 3,277 | 0 | +2 | 14 | 5,327 | 203 | 201 | 178 |
| West South Central | +16 | -7 | +5 | 23 | 5,038 | +11 | +5 | 18 | 9,341 | 223 | 242 | 196 |
| Mountain | -5 | -4 | 0 | 11 | 2,088 | +8 | +4 | 9 | 4,092 | 202 | 178 | 187 |
| Pacific | +1 | -1 | 0 | 20 | 6,462 | +2 | +3 | 16 | 11,688 | 183 | 183 | 178 |
| Dry goods | -17 | -11 | -21 | 168 | 45,934 | -24 | -1 | 131 | 66,101 | 166 | 179 | 147 |
| New England | -1 | -4 | -13 | 8 | 923 | -28 | -1 | 8 | 783 | 85 | 118 | 83 |
| Middle Atlantic | -18 | -12 | -21 | 45 | 7,048 | -7 | +4 | 29 | 8,636 | 183 | 162 | 144 |
| East North Central | -14 | -18 | -18 | 15 | 2,866 | -10 | +5 | 15 | 4,945 | 173 | 165 | 136 |
| West North Central | -11 | -11 | -18 | 13 | 7,011 | -11 | +6 | 11 | 11,612 | 168 | 189 | 141 |
| South Atlantic | -28 | -16 | -22 | 22 | 3,019 | -12 | +1 | 17 | 5,175 | 199 | 158 | 165 |
| East South Central | -31 | -23 | -23 | 17 | 1,894 | -7 | 0 | 11 | 2,599 | 184 | 139 | 140 |
| West South Central | -15 | -11 | -19 | 13 | 1,865 | -28 | +1 | 13 | 2,802 | 150 | 178 | 132 |
| Mountain | -9 | -7 | -11 | 6 | 899 | -2 | -3 | 6 | 1,232 | 147 | 128 | 132 |
| Pacific | +10 | +7 | -7 | 17 | 5,281 | +13 | -7 | 9 | 6,714 | 260 | 246 | 350 |
| Farm supplies | -13 | +7 | -10 | 16 | 2,909 | +15 | +12 | 9 | 916 | 86 | 77 | 73 |
| Fresh fruits and vegetables | -19 | -9 | -6 | 66 | 3,834 | -24 | 0 | 42 | 699 | 29 | 29 | 28 |
| New England | -24 | -4 | -15 | 10 | 350 | +17 | +27 | 9 | 42 | 17 | 10 | 13 |
| Middle Atlantic | -19 | -18 | -10 | 18 | 1,088 | -83 | +16 | 11 | 44 | 9 | 20 | 8 |
| East North Central | -10 | +3 | -2 | 17 | 1,229 | -18 | +1 | 10 | 389 | 44 | 47 | 40 |
| South Atlantic | +18 | -1 | +10 | 6 | 341 | c | c | c | c | c | c | c |
| East South Central | -12 | -3 | -6 | 8 | 295 | c | c | c | c | c | c | c |
| Pacific | -15 | +3 | -3 | 4 | 159 | c | c | c | c | c | c | c |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURES OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1949 panel | | Percent change | | October 1949 panel | | | | |
| | Oct. 1949 from Oct. 1948 | Oct. 1949 from Sept. 1949 | 10 mos. 1949 from 10 mos. 1948[b] | No. of establishments reporting | Reported dollar values (add 000) | Oct. 1949 from Oct. 1948 | Oct. 1949 from Sept. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Oct. 1949 | Oct. 1948 | Sept. 1949 |
| Groceries, total | -4 | -4 | -2 | 596 | $102,554 | -6 | +4 | 413 | $113,567 | 144 | 147 | 132 |
| Non-affiliated full-line wholesalers[d] | -6 | -7 | -1 | 351 | 53,175 | -4 | +6 | 237 | 61,897 | 146 | 145 | 126 |
| New England | -4 | -4 | -7 | 7 | 1,470 | 0 | +1 | 4 | 1,936 | 154 | 151 | 147 |
| Middle Atlantic | -8 | -14 | 0 | 24 | 3,707 | 0 | +4 | 14 | 3,805 | 127 | 116 | 103 |
| East North Central | -5 | -9 | +1 | 56 | 9,431 | -3 | +9 | 27 | 11,412 | 161 | 157 | 133 |
| West North Central | +6 | -6 | +9 | 53 | 10,762 | -2 | +9 | 43 | 14,808 | 152 | 168 | 133 |
| South Atlantic | -7 | -6 | -7 | 65 | 6,841 | -7 | +1 | 37 | 5,724 | 126 | 131 | 118 |
| East South Central | -15 | -13 | -12 | 32 | 3,309 | -10 | +7 | 26 | 3,590 | 130 | 121 | 105 |
| West South Central | -9 | -4 | -5 | 89 | 12,458 | 0 | +8 | 66 | 14,021 | 145 | 128 | 127 |
| Mountain | -10 | -15 | -4 | 17 | 2,140 | -16 | +1 | 15 | 3,914 | 188 | 208 | 159 |
| Pacific | -11 | -4 | +2 | 8 | 3,057 | -23 | 0 | 5 | 2,687 | 117 | 131 | 115 |
| Voluntary-group wholesalers | -4 | -2 | -4 | 131 | 33,346 | -8 | +1 | 105 | 41,024 | 151 | 159 | 147 |
| New England | -4 | +5 | -4 | 8 | 2,497 | -4 | +7 | 5 | 1,112 | 129 | 134 | 115 |
| Middle Atlantic | -9 | -3 | -4 | 35 | 7,920 | -27 | +1 | 19 | 9,221 | 188 | 225 | 183 |
| East North Central | -4 | -8 | -4 | 37 | 8,337 | +4 | +5 | 33 | 10,663 | 147 | 135 | 128 |
| West North Central | +7 | +13 | +1 | 23 | 5,834 | +7 | -2 | 23 | 9,687 | 166 | 166 | 191 |
| South Atlantic | -10 | -10 | -6 | 9 | 1,316 | -7 | +6 | 6 | 1,029 | 133 | 127 | 111 |
| Pacific | -6 | -3 | -7 | 6 | 5,648 | -15 | -1 | 6 | 6,592 | 117 | 129 | 115 |
| Retailer-cooperative warehouses | +3 | +1 | +8 | 19 | 6,149 | -8 | +5 | 12 | 4,934 | 123 | 136 | 121 |
| Middle Atlantic | +7 | +2 | +9 | 5 | 1,008 | c | c | c | c | c | c | c |
| West North Central | +14 | -1 | +10 | 4 | 2,294 | c | c | c | c | c | c | c |
| South Atlantic | -3 | -4 | -6 | 4 | 1,026 | c | c | c | c | c | c | c |
| Specialty lines wholesalers | +1 | +5 | -6 | 95 | 9,884 | +4 | +4 | 59 | 5,712 | 108 | 110 | 110 |
| New England | -20 | -15 | -11 | 7 | 137 | -3 | +13 | 4 | 72 | 95 | 74 | 72 |
| Middle Atlantic | +1 | +11 | -5 | 21 | 3,924 | -3 | -5 | 11 | 1,751 | 85 | 91 | 110 |
| East North Central | +14 | 0 | +8 | 12 | 853 | +7 | +8 | 7 | 249 | 66 | 65 | 64 |
| South Atlantic | +5 | -1 | +1 | 26 | 1,835 | +8 | +16 | 17 | 1,877 | 131 | 134 | 112 |
| East South Central | +1 | -4 | +5 | 6 | 502 | c | c | c | c | c | c | c |
| West South Central | +2 | +10 | -4 | 4 | 253 | c | c | c | c | c | c | c |
| Pacific | -4 | +16 | -11 | 13 | 1,920 | -6 | -2 | 9 | 751 | 148 | 192 | 177 |
| Leather and shoe findings | -12 | -9 | -13 | 32 | 566 | -11 | -1 | 16 | 1,098 | 319 | 329 | 293 |
| Middle Atlantic | -16 | -14 | -3 | 7 | 48 | c | c | c | c | c | c | c |
| East North Central | -2 | +6 | -10 | 6 | 112 | c | c | c | c | c | c | c |
| West North Central | -9 | -9 | -9 | 6 | 83 | c | c | c | c | c | c | c |
| Pacific | -16 | -14 | -18 | 7 | 243 | c | c | c | c | c | c | c |
| Meats and meat products | -16 | -12 | -12 | 40 | 19,310 | -21 | -5 | 34 | 5,419 | 36 | 37 | 34 |
| Middle Atlantic | -11 | +3 | -12 | 9 | 3,727 | -11 | -6 | 9 | 1,368 | 37 | 37 | 40 |
| East North Central | -19 | -15 | -14 | 13 | 7,872 | -27 | -6 | 12 | 2,593 | 35 | 39 | 32 |
| Pacific | -9 | -7 | -6 | 5 | 3,396 | +1 | +5 | 4 | 524 | 30 | 29 | 29 |
| Paper and its products | -7 | +1 | -10 | 61 | 8,128 | -10 | +1 | 36 | 6,118 | 125 | 130 | 120 |
| New England | -14 | +5 | -11 | 5 | 254 | c | c | c | c | c | c | c |
| Middle Atlantic | -9 | -2 | -13 | 18 | 2,036 | -21 | -2 | 11 | 955 | 79 | 91 | 75 |
| East North Central | -7 | +8 | -11 | 19 | 3,614 | -11 | +1 | 12 | 2,541 | 115 | 120 | 120 |
| West North Central | -11 | -4 | -10 | 4 | 283 | c | c | c | c | c | c | c |
| South Atlantic | -6 | +4 | -12 | 6 | 555 | c | c | c | c | c | c | c |
| Pacific | +2 | -12 | -1 | 5 | 1,042 | c | c | c | c | c | c | c |
| Petroleum | -16 | -10 | -10 | 25 | 2,765 | -3 | +3 | 25 | 2,672 | 97 | 83 | 85 |
| Shoes and other footwear | -13 | -23 | -8 | 29 | 22,247 | -5 | -1 | 22 | 49,653 | 227 | 207 | 176 |
| New England | -29 | -22 | -21 | 4 | 504 | c | c | c | c | c | c | c |
| Middle Atlantic | -15 | -31 | -4 | 6 | 548 | c | c | c | c | c | c | c |
| West North Central | +1 | -9 | -2 | 4 | 1,662 | c | c | c | c | c | c | c |
| South Atlantic | -22 | -36 | -13 | 4 | 1,310 | c | c | c | c | c | c | c |
| Pacific | -18 | -11 | -19 | 6 | 315 | c | c | c | c | c | c | c |
| Tobacco products | -3 | -4 | -1 | 276 | 39,072 | -2 | 0 | 162 | 16,408 | 64 | 63 | 60 |
| New England | -5 | +5 | 0 | 24 | 2,944 | +7 | +3 | 15 | 748 | 59 | 56 | 54 |
| Middle Atlantic | -5 | -6 | -3 | 62 | 12,961 | -4 | +2 | 40 | 7,134 | 71 | 69 | 65 |
| East North Central | -6 | -5 | 0 | 59 | 7,933 | -1 | -8 | 29 | 2,898 | 59 | 57 | 60 |
| West North Central | -6 | -4 | -3 | 44 | 5,448 | +1 | +9 | 26 | 2,208 | 66 | 64 | 57 |
| South Atlantic | -2 | -2 | 0 | 18 | 3,480 | -8 | -4 | 16 | 1,610 | 50 | 53 | 51 |
| East South Central | +16 | 0 | +2 | 8 | 686 | +12 | +7 | 4 | 349 | 76 | 87 | 73 |
| West South Central | +8 | 0 | +6 | 28 | 2,148 | +4 | +4 | 12 | 551 | 48 | 46 | 46 |
| Mountain | +5 | 0 | +6 | 15 | 1,082 | +2 | -16 | 12 | 488 | 82 | 89 | 95 |
| Pacific | -2 | -13 | 0 | 18 | 2,390 | +1 | +2 | 8 | 427 | 58 | 56 | 50 |
| Wines and spirits[e] | -7 | +8 | c | 264 | 67,582 | +3 | +8 | 210 | 77,352 | 148 | 132 | 145 |
| New England | 0 | +25 | c | 20 | 3,253 | -23 | +3 | 15 | 2,768 | 122 | 171 | 149 |
| Middle Atlantic | +7 | +14 | c | 41 | 23,600 | -3 | +6 | 37 | 22,296 | 126 | 140 | 131 |
| East North Central | -8 | -5 | c | 49 | 10,008 | +3 | +7 | 38 | 11,425 | 153 | 135 | 137 |
| West North Central | 0 | +10 | c | 27 | 5,145 | +3 | +5 | 21 | 4,044 | 130 | 129 | 137 |
| South Atlantic | -21 | +3 | c | 44 | 8,804 | +6 | +9 | 40 | 14,364 | 178 | 132 | 169 |
| East South Central | -25 | -10 | c | 15 | 2,423 | -14 | +3 | 13 | 3,319 | 153 | 134 | 143 |
| West South Central | -38 | +1 | c | 27 | 5,399 | +12 | +18 | 20 | 8,721 | 194 | 104 | 162 |
| Mountain | -3 | +9 | c | 16 | 2,223 | -7 | +2 | 12 | 2,384 | 123 | 130 | 132 |
| Pacific | +16 | +20 | c | 25 | 6,727 | +39 | +12 | 14 | 8,031 | 162 | 131 | 162 |
| Miscellaneous | -10 | -8 | -11 | 12 | 2,217 | -16 | -6 | 6 | 1,891 | 246 | 223 | 268 |

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a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjuction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:
New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mexico, Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY
# WHOLESALE TRADE
REPORT

DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Philip M. Hauser, *Acting Director*

FOR RELEASE
JANUARY 4, 1950

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### NOVEMBER 1949

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,729 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales in November registered a gain of 2 percent over the previous month but were still 6 percent lower than November sales a year ago. Regionally, declines from November 1948 were reported from all geographic divisions. However, small to moderate month-to-month gains were noted for all areas, except the East South Central region, which indicated a decline of 2 percent, and the West North Central region, which reported little or no change. The South Atlantic region, with an increase of 6 percent, showed the highest gain over the previous month.

Cumulative sales for the first eleven months of 1949 were 8 percent below the same period of 1948. While most trades were lower than a year ago, beer, drugs, grocery retailer-cooperative warehouses, optical goods and surgical equipment were from 1 to 7 percent higher.

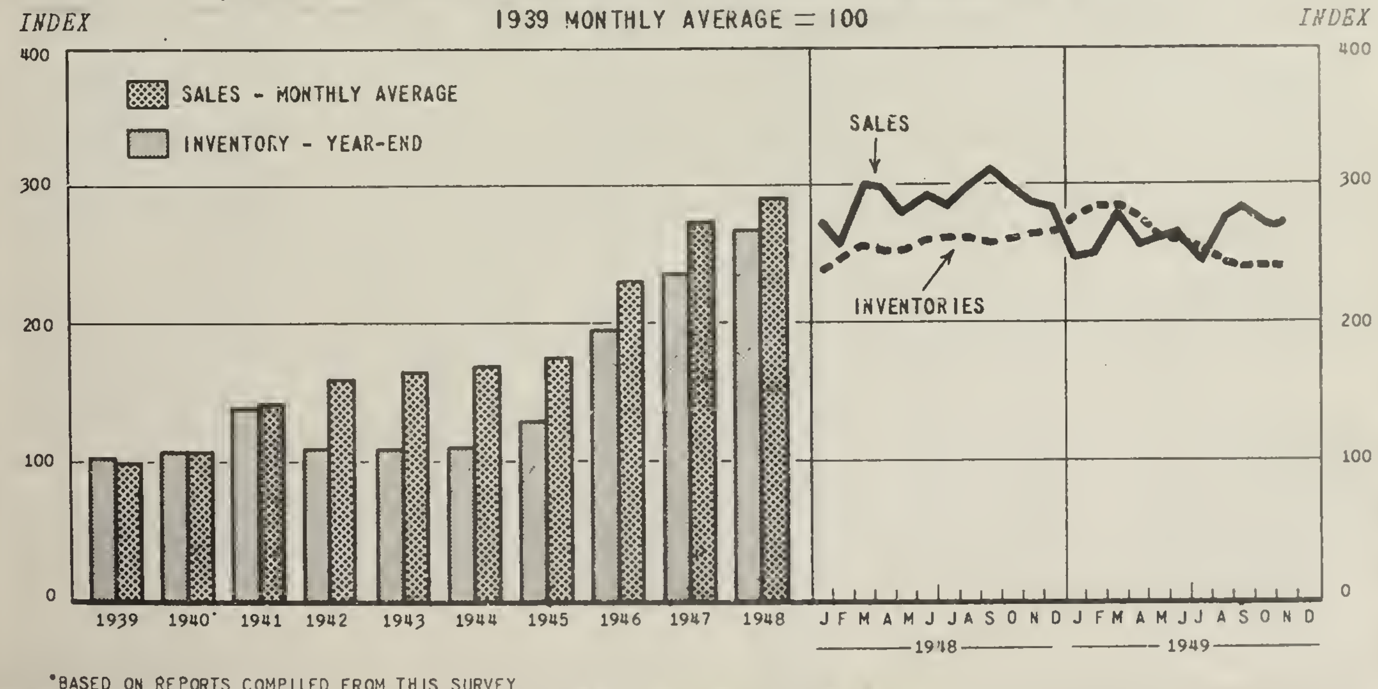
INVENTORIES

Wholesalers' inventories at the end of November rose slightly (1%) above the October stock level but were 10 percent lower than stocks on hand a year ago. According to the reports of 2,754 establishments reporting inventories in conjunction with sales, the November stock-sales ratio of 143 remained at the same level as a month ago but was 4 points below November 1948.

RETAIL TRADE

November sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 4 percent above the previous month but 2 percent lower than November 1948. Cumulative sales for the first eleven months of 1949 were 2 percent below the corresponding period in 1948.

## TRENDS IN WHOLESALERS' SALES AND INVENTORIES*
### (Service and Limited Function Wholesalers Only)



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## NOVEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURES OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1949 panel | | Percent change | | November 1949 panel | | | | |
| | Nov. 1949 from Nov. 1948 | Nov. 1949 from Oct. 1949 | 11 mos. 1949 from 11 mos. 1948[b] | No. of establishments reporting | Reported dollar values (add 000) | Nov. 1949 from Nov. 1948 | Nov. 1949 from Oct. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Nov. 1949 | Nov. 1948 | Oct. 1949 |
| United States | -6 | +2 | -8 | 3,729 | $713,590 | -10 | +1 | 2,754 | $827,288 | 143 | 147 | 143 |
| New England | -5 | +4 | -9 | 233 | 30,039 | -15 | -1 | 174 | 29,191 | 129 | 144 | 134 |
| Middle Atlantic | -4 | +4 | -6 | 704 | 148,055 | -8 | +2 | 482 | 132,499 | 117 | 121 | 119 |
| East North Central | -6 | +2 | -8 | 730 | 118,921 | -10 | -1 | 552 | 125,629 | 129 | 135 | 130 |
| West North Central | -4 | 0 | -6 | 410 | 92,807 | -7 | 0 | 314 | 116,996 | 153 | 155 | 150 |
| South Atlantic | -6 | +6 | -8 | 481 | 73,352 | -11 | +1 | 366 | 82,583 | 138 | 144 | 144 |
| East South Central | -15 | -2 | -11 | 191 | 26,202 | -9 | +1 | 137 | 28,839 | 145 | 135 | 141 |
| West South Central | -9 | +4 | -7 | 324 | 55,535 | -6 | +1 | 242 | 72,336 | 160 | 155 | 164 |
| Mountain | -6 | +2 | -7 | 179 | 23,175 | -7 | +2 | 146 | 30,290 | 154 | 157 | 154 |
| Pacific | -5 | +2 | -9 | 417 | 94,452 | -8 | +1 | 281 | 117,248 | 158 | 163 | 161 |
| Automotive supplies | -10 | -6 | -11 | 253 | 17,044 | -8 | 0 | 161 | 16,802 | 226 | 209 | 218 |
| New England | -24 | -8 | -16 | 8 | 422 | c | c | c | c | c | c | c |
| Middle Atlantic | -9 | +1 | -12 | 36 | 898 | -4 | +1 | 33 | 1,814 | 224 | 212 | 221 |
| East North Central | -9 | -5 | -16 | 54 | 3,303 | -7 | +1 | 42 | 4,370 | 186 | 186 | 182 |
| West North Central | -10 | -10 | -10 | 42 | 4,132 | -1 | -1 | 18 | 2,734 | 259 | 206 | 232 |
| South Atlantic | -3 | -5 | -4 | 17 | 2,089 | -8 | +2 | 10 | 946 | 258 | 246 | 237 |
| South Central | -3 | -11 | -10 | 13 | 1,893 | -20 | +4 | 8 | 921 | 257 | 240 | 211 |
| Mountain | -9 | -5 | -11 | 16 | 973 | +21 | +6 | 8 | 1,062 | 243 | 214 | 237 |
| Pacific | -14 | -8 | -14 | 58 | 2,257 | -20 | 0 | 23 | 3,212 | 323 | 341 | 292 |
| Electrical group, total | -13 | 0 | -8 | 621 | 118,769 | -26 | -1 | 551 | 124,084 | 112 | 131 | 113 |
| Full-line wholesalers | -17 | -1 | -9 | 401 | 91,363 | -27 | -1 | 391 | 104,687 | 117 | 133 | 116 |
| New England | 0 | -1 | -8 | 31 | 5,384 | -36 | 0 | 31 | 5,962 | 111 | 171 | 110 |
| Middle Atlantic | -17 | +1 | -6 | 48 | 13,324 | -26 | +3 | 47 | 14,077 | 107 | 120 | 105 |
| East North Central | -16 | -3 | -10 | 75 | 20,559 | -26 | -5 | 72 | 23,038 | 114 | 129 | 116 |
| West North Central | -23 | -3 | -9 | 40 | 9,589 | -30 | -2 | 40 | 10,162 | 106 | 116 | 105 |
| South Atlantic | -13 | +4 | -6 | 59 | 12,264 | -24 | +2 | 56 | 13,680 | 119 | 140 | 122 |
| East South Central | -30 | -9 | -8 | 25 | 3,759 | -22 | -1 | 23 | 4,410 | 121 | 108 | 113 |
| West South Central | -21 | -1 | -4 | 45 | 8,252 | -21 | -4 | 45 | 11,531 | 140 | 140 | 143 |
| Mountain | -19 | +2 | -11 | 29 | 3,578 | -19 | -2 | 29 | 4,457 | 125 | 125 | 130 |
| Pacific | -14 | -4 | -14 | 49 | 14,654 | -31 | +3 | 48 | 17,370 | 119 | 150 | 112 |
| Wiring supplies, construction materials distributors | -14 | +1 | -16 | 114 | 6,627 | -15 | +1 | 78 | 6,032 | 129 | 128 | 126 |
| New England | -10 | +14 | -15 | 12 | 458 | +2 | -2 | 4 | 186 | 175 | 170 | 190 |
| Middle Atlantic | -11 | -3 | -6 | 30 | 1,207 | -4 | +3 | 21 | 1,369 | 148 | 134 | 135 |
| East North Central | -6 | +6 | -16 | 22 | 1,687 | -13 | -4 | 18 | 1,725 | 122 | 136 | 134 |
| West North Central | -20 | -7 | -8 | 7 | 833 | -16 | +21 | 5 | 603 | 126 | 111 | 93 |
| South Atlantic | -31 | +1 | -30 | 18 | 1,223 | -24 | +1 | 14 | 1,196 | 111 | 100 | 109 |
| West South Central | +8 | +4 | -9 | 11 | 737 | -26 | -10 | 5 | 323 | 113 | 186 | 136 |
| Pacific | -15 | -4 | -18 | 8 | 259 | -18 | +1 | 7 | 423 | 169 | 176 | 158 |
| Appliances and specialties wholesalers | +13 | +7 | -1 | 106 | 20,779 | -28 | -2 | 82 | 13,365 | 82 | 123 | 90 |
| New England | +12 | +9 | -6 | 12 | 1,310 | -22 | +22 | 10 | 1,030 | 96 | 139 | 87 |
| Middle Atlantic | +33 | +23 | +6 | 26 | 9,192 | -36 | -6 | 15 | 3,369 | 59 | 116 | 80 |
| East North Central | +21 | +10 | 0 | 14 | 2,008 | -31 | -8 | 10 | 1,177 | 68 | 123 | 83 |
| West North Central | -1 | -3 | -10 | 12 | 1,371 | -18 | -2 | 10 | 1,749 | 131 | 156 | 130 |
| South Atlantic | -12 | -23 | -7 | 20 | 2,603 | -25 | -7 | 19 | 2,265 | 96 | 113 | 85 |
| West South Central | -19 | +10 | -13 | 4 | 525 | c | c | c | c | c | c | c |
| Mountain | -18 | -2 | -23 | 6 | 525 | -12 | +6 | 6 | 962 | 183 | 169 | 168 |
| Pacific | +18 | +11 | +5 | 9 | 2,747 | -34 | -5 | 6 | 1,508 | 57 | 106 | 67 |
| Furniture and house furnishings | +8 | +4 | -8 | 58 | 14,316 | +4 | -4 | 44 | 15,932 | 131 | 137 | 143 |
| Middle Atlantic | +16 | +6 | -2 | 14 | 3,162 | +18 | -11 | 10 | 2,185 | 97 | 102 | 112 |
| East North Central | -1 | -2 | -7 | 5 | 905 | c | c | c | c | c | c | c |
| West North Central | -3 | +6 | -14 | 5 | 3,496 | +6 | -8 | 5 | 4,943 | 141 | 129 | 162 |
| South Atlantic | +43 | -10 | 0 | 5 | 684 | c | c | c | c | c | c | c |
| Mountain | +25 | +21 | +3 | 7 | 1,032 | -3 | +8 | 5 | 1,231 | 173 | 256 | 185 |
| Pacific | +1 | -3 | -12 | 12 | 3,048 | +2 | 0 | 10 | 3,741 | 127 | 129 | 124 |
| Hardware | -13 | -8 | -14 | 142 | 48,819 | -10 | -1 | 114 | 89,378 | 213 | 211 | 198 |
| New England | -14 | -3 | -15 | 4 | 510 | -5 | -2 | 4 | 1,526 | 299 | 270 | 297 |
| Middle Atlantic | -11 | -7 | -10 | 28 | 7,364 | -10 | +1 | 23 | 10,078 | 157 | 156 | 143 |
| East North Central | -4 | -8 | -13 | 18 | 9,602 | -13 | -5 | 18 | 17,186 | 179 | 199 | 173 |
| West North Central | -14 | -8 | -14 | 18 | 10,494 | -7 | +1 | 18 | 23,082 | 220 | 205 | 199 |
| South Atlantic | -8 | +3 | -11 | 23 | 4,917 | -11 | 0 | 19 | 9,647 | 223 | 229 | 228 |
| East South Central | -26 | -11 | -17 | 11 | 3,030 | +3 | +11 | 5 | 3,081 | 222 | 162 | 169 |
| West South Central | -18 | -5 | -13 | 14 | 3,959 | -10 | -3 | 8 | 5,212 | 230 | 241 | 219 |
| Mountain | -19 | -13 | -12 | 8 | 1,850 | +7 | -4 | 5 | 2,631 | 296 | 243 | 264 |
| Pacific | -17 | -12 | -19 | 13 | 6,369 | -18 | -2 | 11 | 15,431 | 272 | 276 | 245 |
| Industrial supplies | -26 | -5 | -16 | 66 | 8,803 | -7 | -2 | 46 | 15,766 | 235 | 191 | 228 |
| New England | -14 | -3 | -16 | 8 | 665 | +16 | +3 | 7 | 1,932 | 316 | 236 | 295 |
| Middle Atlantic | -31 | +1 | -23 | 14 | 867 | -15 | +1 | 8 | 1,168 | 222 | 191 | 218 |
| East North Central | -27 | -8 | -14 | 10 | 765 | -3 | +1 | 7 | 594 | 211 | 189 | 187 |
| West North Central | -12 | -14 | -10 | 7 | 602 | c | c | c | c | c | c | c |
| South Atlantic | -38 | -4 | -24 | 9 | 649 | -14 | -3 | 8 | 1,569 | 245 | 176 | 243 |
| South Central | -27 | 0 | -12 | 8 | 3,475 | -4 | -1 | 7 | 6,696 | 229 | 181 | 229 |
| Pacific | -23 | -11 | -16 | 10 | 1,780 | -15 | -8 | 7 | 3,560 | 229 | 206 | 215 |
| Jewelry | -9 | +8 | -16 | 143 | 9,225 | -8 | -3 | 79 | 12,301 | 167 | 164 | 189 |
| Middle Atlantic | -2 | +5 | -18 | 40 | 2,441 | -20 | -5 | 14 | 2,035 | 121 | 141 | 138 |
| East North Central | -12 | +11 | -15 | 44 | 2,714 | -11 | -3 | 26 | 3,316 | 152 | 151 | 177 |
| West North Central | -11 | +11 | -11 | 13 | 1,339 | +7 | -5 | 10 | 1,994 | 192 | 155 | 223 |
| South Atlantic | -24 | +1 | -14 | 5 | 237 | c | c | c | c | c | c | c |
| South Central | -6 | +30 | -15 | 6 | 315 | -12 | -8 | 5 | 664 | 221 | 243 | 312 |
| Pacific | -9 | +5 | -16 | 29 | 2,040 | -5 | 0 | 19 | 3,908 | 206 | 199 | 218 |
| Lumber and building materials | +3 | +1 | -8 | 57 | 12,008 | -13 | +4 | 35 | 9,066 | 105 | 123 | 105 |
| Middle Atlantic | -12 | -5 | -3 | 14 | 2,880 | +3 | +3 | 5 | 982 | 52 | 41 | 49 |
| East North Central | +3 | -12 | -13 | 11 | 1,260 | -20 | -1 | 8 | 960 | 97 | 135 | 86 |
| West North Central | 0 | +5 | +2 | 5 | 2,168 | c | c | c | c | c | c | c |
| South Atlantic | -3 | -8 | -16 | 7 | 967 | -25 | -5 | 5 | 205 | 63 | 65 | 59 |
| East South Central | +14 | -9 | -17 | 4 | 683 | c | c | c | c | c | c | c |
| Mountain | +43 | +39 | -2 | 4 | 2,182 | -25 | +4 | 4 | 1,965 | 91 | 173 | 122 |
| Pacific | -2 | -10 | -15 | 9 | 1,597 | +10 | +11 | 7 | 2,210 | 202 | 180 | 160 |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## NOVEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1949 panel | | Percent change | | November 1949 panel | | | | |
| | Nov. 1949 from Nov. 1948 | Nov. 1949 from Oct. 1949 | 11 mos. 1949 from 11 mos. 1948[b] | No. of establishments reporting | Reported dollar values (add 000) | Nov. 1949 from Nov. 1948 | Nov. 1949 from Oct. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Nov. 1949 | Nov. 1948 | Oct. 1949 |
| Machinery equipment, supplies (except electrical) | -13 | -13 | -12 | 47 | $5,519 | +9 | +4 | 32 | $10,161 | 223 | 181 | 183 |
| Middle Atlantic | -36 | -2 | -25 | 7 | 694 | -10 | 0 | 4 | 897 | 220 | 156 | 210 |
| East North Central | -5 | -1 | -18 | 10 | 687 | +2 | -2 | 8 | 1,048 | 160 | 151 | 170 |
| South Atlantic | -18 | -12 | -16 | 8 | 745 | -5 | -5 | 5 | 1,315 | 268 | 202 | 227 |
| West South Central | +8 | -25 | +4 | 6 | 1,804 | +26 | +9 | 5 | 4,056 | 230 | 202 | 157 |
| Pacific | 0 | +20 | -26 | 7 | 481 | +8 | +1 | 4 | 1,226 | 429 | 499 | 687 |
| Metals | -23 | -12 | -18 | 24 | 6,455 | -2 | +1 | 20 | 10,646 | 171 | 134 | 151 |
| Optical goods | -5 | -4 | +2 | 11 | 260 | -26 | +5 | 4 | 114 | 110 | 153 | 101 |
| Paints and varnishes | -20 | -24 | -9 | 53 | 4,612 | -13 | -6 | 46 | 13,063 | 292 | 270 | 235 |
| Plumbing and heating supplies | -15 | -9 | -15 | 81 | 9,604 | -25 | 0 | 59 | 10,402 | 130 | 149 | 120 |
| New England | -10 | -14 | -13 | 7 | 343 | c | c | c | c | c | c | c |
| Middle Atlantic | -7 | -12 | -17 | 17 | 812 | -5 | +1 | 9 | 749 | 163 | 155 | 148 |
| East North Central | -17 | -20 | -8 | 12 | 1,130 | -8 | -2 | 10 | 1,497 | 150 | 137 | 123 |
| West North Central | -10 | -10 | -11 | 10 | 1,167 | -17 | +2 | 9 | 1,234 | 107 | 117 | 96 |
| South Atlantic | -13 | -4 | -18 | 19 | 4,189 | -32 | -1 | 19 | 5,117 | 122 | 156 | 118 |
| East South Central | -11 | -7 | -11 | 8 | 1,140 | -33 | 0 | 6 | 1,176 | 125 | 160 | 117 |
| Pacific | -38 | -8 | -23 | 4 | 598 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +13 | +1 | -6 | 27 | 957 | -7 | 0 | 20 | 2,117 | 279 | 352 | 290 |
| Middle Atlantic | +3 | -10 | -6 | 6 | 215 | c | c | c | c | c | c | c |
| South Atlantic | +55 | +24 | +2 | 6 | 300 | +11 | +3 | 6 | 610 | 203 | 283 | 246 |
| Pacific | +7 | +7 | -16 | 5 | 105 | -19 | -5 | 4 | 312 | 309 | 416 | 347 |
| Surgical, medical, equipment, supplies | +13 | +3 | +3 | 26 | 3,240 | +26 | -5 | 19 | 3,366 | 117 | 108 | 130 |
| Middle Atlantic | -2 | 0 | -2 | 6 | 224 | +2 | +4 | 4 | 185 | 226 | 222 | 217 |
| East North Central | +16 | +6 | +7 | 8 | 2,377 | +37 | -8 | 6 | 2,298 | 97 | 85 | 113 |
| South Atlantic | +17 | -6 | -7 | 5 | 296 | 0 | -3 | 4 | 411 | 145 | 170 | 143 |
| West South Central | +1 | -6 | -1 | 4 | 228 | c | c | c | c | c | c | c |
| Beer | -2 | +1 | +6 | 43 | 2,327 | -1 | -11 | 36 | 701 | 32 | 32 | 36 |
| Middle Atlantic | -12 | -5 | +16 | 8 | 300 | +15 | -5 | 6 | 70 | 24 | 18 | 24 |
| East North Central | -4 | -1 | -8 | 13 | 502 | +6 | -2 | 12 | 200 | 42 | 38 | 42 |
| West North Central | +6 | +3 | +15 | 6 | 896 | +3 | -12 | 5 | 90 | 11 | 11 | 12 |
| South Atlantic | -10 | +2 | +2 | 6 | 313 | -5 | -26 | 5 | 146 | 51 | 54 | 70 |
| Pacific | +4 | +10 | +1 | 5 | 247 | -4 | -3 | 4 | 146 | 63 | 66 | 71 |
| Chemicals, industrial | -6 | -11 | -20 | 13 | 1,177 | -5 | -1 | 10 | 1,191 | 124 | 117 | 108 |
| Clothing and furnishings (except shoes) | -44 | -44 | -23 | 20 | 1,914 | -11 | -20 | 13 | 2,250 | 163 | 118 | 117 |
| Coal | -5 | +58 | -25 | 9 | 6,137 | -48 | -21 | 4 | 4,689 | 157 | 308 | 216 |
| Confectionery | -9 | 0 | -3 | 47 | 1,770 | +10 | +1 | 26 | 1,178 | 106 | 84 | 99 |
| Middle Atlantic | -12 | +8 | -5 | 7 | 309 | +5 | +11 | 4 | 131 | 73 | 58 | 68 |
| East North Central | -11 | +6 | -11 | 5 | 163 | c | c | c | c | c | c | c |
| South Atlantic | -5 | +4 | -4 | 13 | 273 | +2 | 0 | 7 | 211 | 110 | 105 | 116 |
| East South Central | -1 | +9 | -2 | 8 | 212 | +8 | +16 | 4 | 43 | 93 | 85 | 88 |
| Pacific | -17 | -13 | -8 | 5 | 362 | c | c | c | c | c | c | c |
| Dairy and poultry products | -10 | +1 | -15 | 27 | 5,779 | 0 | +4 | 18 | 2,289 | 44 | 39 | 43 |
| Drugs and sundries (liquor excluded) | +2 | +2 | +1 | 185 | 48,648 | +2 | -4 | 142 | 65,958 | 175 | 176 | 187 |
| New England | +3 | +1 | +3 | 12 | 2,436 | +5 | -2 | 10 | 3,491 | 183 | 176 | 189 |
| Middle Atlantic | -3 | -1 | 0 | 25 | 8,917 | +1 | -4 | 18 | 9,082 | 167 | 161 | 173 |
| East North Central | 0 | +1 | +1 | 29 | 8,317 | -3 | -4 | 22 | 9,965 | 157 | 161 | 163 |
| West North Central | +3 | +3 | +1 | 21 | 5,617 | +2 | -6 | 18 | 8,238 | 170 | 173 | 186 |
| South Atlantic | +6 | +6 | +2 | 29 | 5,586 | +3 | -2 | 21 | 7,166 | 180 | 188 | 201 |
| East South Central | +3 | +1 | 0 | 15 | 3,028 | -4 | -5 | 11 | 4,330 | 177 | 189 | 196 |
| West South Central | +10 | +9 | +6 | 25 | 5,854 | +8 | -7 | 18 | 8,699 | 190 | 196 | 223 |
| Mountain | +2 | -2 | 0 | 11 | 2,051 | +7 | -6 | 9 | 3,861 | 194 | 185 | 202 |
| Pacific | 0 | -3 | -1 | 18 | 6,842 | +4 | -4 | 15 | 11,126 | 182 | 181 | 184 |
| Dry goods | -13 | -8 | -20 | 154 | 39,536 | -21 | -3 | 130 | 63,238 | 176 | 194 | 166 |
| New England | +9 | -7 | -11 | 8 | 859 | -25 | -3 | 8 | 761 | 89 | 129 | 85 |
| Middle Atlantic | -15 | -3 | -20 | 42 | 6,438 | -7 | -4 | 28 | 8,079 | 180 | 165 | 165 |
| East North Central | -3 | +2 | -17 | 15 | 2,919 | -9 | -5 | 15 | 4,708 | 161 | 172 | 173 |
| West North Central | -5 | -12 | -15 | 10 | 5,682 | -9 | -7 | 9 | 10,213 | 181 | 189 | 170 |
| South Atlantic | -17 | +2 | -22 | 21 | 2,790 | -16 | -11 | 18 | 4,677 | 173 | 170 | 199 |
| East South Central | -11 | 0 | -22 | 17 | 1,890 | -12 | -14 | 11 | 2,238 | 161 | 166 | 184 |
| West South Central | -8 | -11 | -18 | 13 | 1,730 | -32 | -2 | 13 | 2,683 | 155 | 211 | 142 |
| Mountain | -17 | -7 | -12 | 6 | 514 | -14 | -5 | 5 | 891 | 192 | 189 | 186 |
| Pacific | +1 | -3 | -6 | 15 | 3,278 | +7 | -3 | 9 | 6,533 | 254 | 231 | 260 |
| Farm supplies | -10 | -13 | -10 | 21 | 2,536 | +5 | +3 | 9 | 943 | 91 | 89 | 86 |
| Fresh fruits and vegetables | +3 | +27 | -5 | 68 | 5,951 | -7 | +12 | 46 | 1,106 | 28 | 29 | 30 |
| New England | -23 | +9 | -15 | 10 | 382 | 0 | -14 | 9 | 36 | 12 | 10 | 17 |
| Middle Atlantic | +11 | +27 | -8 | 17 | 1,374 | -28 | +25 | 11 | 55 | 10 | 13 | 9 |
| East North Central | +18 | +52 | 0 | 14 | 1,623 | -6 | +5 | 9 | 413 | 46 | 54 | 51 |
| South Atlantic | +14 | -3 | +11 | 8 | 383 | +14 | +25 | 5 | 84 | 30 | 34 | 24 |
| East South Central | -6 | +4 | -6 | 5 | 278 | c | c | c | c | c | c | c |
| Groceries, total | 0 | +4 | -2 | 687 | 121,603 | -4 | +1 | 505 | 136,170 | 145 | 152 | 149 |
| Non-affiliated full-line wholesalers d/ | 0 | +3 | -1 | 429 | 58,399 | -4 | +1 | 316 | 67,886 | 147 | 153 | 150 |
| New England | -10 | -4 | -7 | 7 | 1,412 | -1 | +2 | 4 | 1,969 | 166 | 151 | 155 |
| Middle Atlantic | -7 | +1 | -1 | 26 | 4,067 | -6 | +2 | 15 | 4,446 | 138 | 137 | 139 |
| East North Central | +3 | +5 | +2 | 124 | 9,680 | -2 | -1 | 96 | 11,175 | 153 | 164 | 162 |
| West North Central | +9 | +8 | +9 | 56 | 11,974 | +2 | +1 | 46 | 15,765 | 145 | 155 | 155 |
| South Atlantic | -1 | +2 | -7 | 57 | 5,884 | -5 | -1 | 36 | 5,176 | 125 | 135 | 129 |
| East South Central | -8 | -1 | -11 | 35 | 3,637 | -11 | +1 | 28 | 4,098 | 136 | 139 | 133 |
| West South Central | -2 | +2 | -4 | 93 | 13,512 | -7 | -1 | 72 | 15,737 | 143 | 150 | 147 |
| Mountain | -13 | -7 | -7 | 17 | 2,035 | -10 | +14 | 14 | 4,317 | 237 | 231 | 190 |
| Pacific | -1 | +4 | +2 | 14 | 6,198 | -4 | +3 | 5 | 5,203 | 140 | 138 | 144 |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION NOVEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURES OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1949 panel | | Percent change | | November 1949 panel | | | | |
| | Nov. 1949 from Nov. 1948 | Nov. 1949 from Oct. 1949 | 11 mos. 1949 from 11 mos. 1948[b] | No. of estab-lishments report-ing | Reported dollar values (add 000) | Nov. 1949 from Nov. 1948 | Nov. 1949 from Oct. 1949 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Nov. 1949 | Nov. 1948 | Oct. 1949 |
| Groceries—Continued | | | | | | | | | | | | |
| Voluntary-group wholesalers | 0 | +3 | -3 | 144 | $38,206 | -7 | +1 | 117 | $45,723 | 148 | 160 | 149 |
| New England | -1 | +9 | -4 | 9 | 2,912 | -15 | -4 | 6 | 1,306 | 122 | 140 | 131 |
| Middle Atlantic | -3 | +5 | -3 | 42 | 10,856 | -25 | -1 | 28 | 12,968 | 160 | 211 | 172 |
| East North Central | +1 | 0 | -3 | 38 | 8,869 | +6 | +3 | 34 | 11,462 | 148 | 141 | 143 |
| West North Central | +11 | +1 | +2 | 24 | 6,415 | +14 | +5 | 24 | 10,791 | 168 | 164 | 162 |
| South Atlantic | -2 | +10 | -6 | 11 | 1,744 | -7 | -1 | 6 | 1,023 | 121 | 127 | 133 |
| Mountain | -2 | +5 | -6 | 12 | 1,641 | +1 | 0 | 12 | 2,290 | 140 | 134 | 147 |
| Pacific | -6 | +3 | -7 | 5 | 5,452 | -17 | -2 | 4 | 5,317 | 110 | 123 | 113 |
| Retailer-cooperative warehouses | +1 | -2 | +7 | 20 | 9,310 | -15 | -4 | 13 | 5,844 | 125 | 146 | 122 |
| Specialty lines wholesalers | +2 | +12 | -5 | 94 | 15,688 | +11 | +5 | 60 | 16,717 | 138 | 128 | 153 |
| New England | +2 | +6 | -10 | 5 | 124 | c | c | c | c | c | c | c |
| Middle Atlantic | +15 | +13 | -3 | 22 | 4,451 | +5 | +17 | 12 | 3,380 | 97 | 113 | 94 |
| East North Central | +13 | -1 | +9 | 12 | 848 | +4 | -1 | 7 | 246 | 62 | 63 | 66 |
| South Atlantic | +11 | +11 | +2 | 24 | 1,920 | +7 | -1 | 16 | 1,848 | 117 | 126 | 134 |
| East South Central | +3 | +17 | +5 | 5 | 487 | c | c | c | c | c | c | c |
| West South Central | 0 | -3 | -4 | 4 | 343 | c | c | c | c | c | c | c |
| Pacific | -8 | +14 | -10 | 17 | 7,210 | +13 | +2 | 13 | 10,316 | 176 | 144 | 207 |
| Leather and shoe findings | -14 | -11 | -13 | 29 | 418 | -10 | -1 | 14 | 949 | 402 | 403 | 369 |
| Middle Atlantic | -15 | -8 | -4 | 7 | 44 | c | c | c | c | c | c | c |
| East North Central | -4 | -17 | -10 | 6 | 71 | c | c | c | c | c | c | c |
| West North Central | +4 | 0 | -7 | 6 | 83 | c | c | c | c | c | c | c |
| Pacific | -24 | -14 | -19 | 6 | 173 | c | c | c | c | c | c | c |
| Meats and meat products | -4 | +3 | -11 | 50 | 36,889 | -15 | +9 | 44 | 16,741 | 51 | 57 | 49 |
| Middle Atlantic | -5 | +3 | -12 | 10 | 3,917 | -11 | +7 | 10 | 1,471 | 38 | 40 | 36 |
| East North Central | -11 | -6 | -13 | 13 | 7,405 | -17 | +22 | 12 | 3,176 | 46 | 49 | 55 |
| South Atlantic | -15 | +2 | -10 | 4 | 394 | c | c | c | c | c | c | c |
| Pacific | -1 | -12 | -6 | 5 | 2,991 | -20 | -6 | 4 | 495 | 30 | 36 | 30 |
| Paper and its products | -3 | +1 | -9 | 61 | 8,064 | -9 | 0 | 34 | 5,667 | 122 | 134 | 124 |
| New England | -9 | 0 | -11 | 5 | 254 | +18 | -2 | 4 | 348 | 218 | 178 | 242 |
| Middle Atlantic | -3 | -1 | -12 | 18 | 2,019 | -17 | -1 | 11 | 948 | 74 | 100 | 79 |
| East North Central | -5 | +7 | -11 | 17 | 3,570 | -10 | +2 | 10 | 2,154 | 105 | 106 | 110 |
| West North Central | -8 | +5 | -10 | 4 | 296 | c | c | c | c | c | c | c |
| South Atlantic | -6 | -3 | -12 | 7 | 566 | c | c | c | c | c | c | c |
| Pacific | +1 | -15 | -1 | 5 | 883 | c | c | c | c | c | c | c |
| Petroleum | -16 | -1 | -11 | 25 | 2,733 | +7 | +5 | 25 | 2,796 | 102 | 81 | 97 |
| Shoes and other footwear | -11 | -14 | -8 | 29 | 19,188 | -4 | +4 | 22 | 51,599 | 275 | 256 | 227 |
| New England | -7 | -5 | -20 | 4 | 477 | c | c | c | c | c | c | c |
| Middle Atlantic | -9 | -13 | -4 | 7 | 597 | -1 | -15 | 4 | 546 | 126 | 116 | 126 |
| West North Central | -3 | -40 | -2 | 4 | 994 | c | c | c | c | c | c | c |
| South Atlantic | -18 | +1 | -13 | 4 | 1,319 | c | c | c | c | c | c | c |
| Pacific | -31 | -24 | -20 | 5 | 221 | +9 | -1 | 5 | 646 | 292 | 165 | 223 |
| Tobacco products | -1 | +4 | -1 | 269 | 39,238 | -1 | +5 | 160 | 16,365 | 65 | 65 | 63 |
| New England | -2 | +5 | 0 | 25 | 3,288 | +10 | +2 | 14 | 778 | 62 | 57 | 61 |
| Middle Atlantic | -4 | +3 | -3 | 60 | 12,953 | -10 | +3 | 41 | 7,553 | 72 | 76 | 71 |
| East North Central | 0 | +6 | 0 | 54 | 7,739 | +16 | +13 | 25 | 2,543 | 59 | 52 | 55 |
| West North Central | -2 | +3 | -3 | 40 | 4,821 | +11 | +11 | 23 | 1,866 | 69 | 61 | 63 |
| South Atlantic | -2 | +3 | 0 | 19 | 3,890 | -7 | +5 | 17 | 1,810 | 50 | 52 | 49 |
| East South Central | +1 | +1 | +2 | 9 | 750 | -6 | +2 | 5 | 381 | 72 | 79 | 72 |
| West South Central | +6 | 0 | +6 | 28 | 1,810 | +19 | +11 | 10 | 440 | 67 | 55 | 61 |
| Mountain | +12 | +9 | +7 | 17 | 1,242 | +8 | 0 | 14 | 529 | 77 | 81 | 82 |
| Pacific | +5 | +14 | +1 | 17 | 2,745 | 0 | -8 | 11 | 463 | 46 | 52 | 57 |
| Wines and spirits[e] | 0 | +20 | c | 274 | 91,631 | +9 | +12 | 223 | 102,390 | 139 | 125 | 148 |
| New England | -4 | +6 | c | 23 | 4,180 | -21 | +5 | 19 | 3,645 | 114 | 135 | 111 |
| Middle Atlantic | +2 | +11 | c | 45 | 33,239 | +14 | +12 | 41 | 33,300 | 125 | 111 | 124 |
| East North Central | -2 | +13 | c | 39 | 9,771 | 0 | +9 | 32 | 11,015 | 143 | 143 | 152 |
| West North Central | +6 | +24 | c | 32 | 8,137 | +8 | +21 | 25 | 8,820 | 128 | 116 | 126 |
| South Atlantic | +4 | +38 | c | 49 | 13,611 | +4 | +9 | 42 | 17,261 | 146 | 141 | 176 |
| East South Central | -20 | +20 | c | 15 | 2,888 | -5 | +2 | 12 | 2,806 | 128 | 111 | 149 |
| West South Central | -18 | +39 | c | 24 | 6,069 | +17 | +34 | 19 | 10,519 | 183 | 130 | 194 |
| Mountain | -7 | +8 | c | 14 | 1,725 | -5 | +11 | 11 | 2,024 | 140 | 141 | 139 |
| Pacific | +11 | +31 | c | 33 | 12,011 | +26 | +8 | 22 | 15,000 | 157 | 131 | 192 |
| Miscellaneous | +6 | +16 | -9 | 13 | 2,693 | -14 | +6 | 7 | 2,247 | 285 | 254 | 259 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mexico, Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE
REPORT

Ref.

DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Philip M. Hauser, Acting Director

FOR RELEASE
FEBRUARY 3, 1950

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### DECEMBER 1949

THE LIBRARY OF THE
FEB 9 1950
UNIVERSITY OF ILLINOIS

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,713 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales for the year 1949 were 8 percent lower than 1948. Regionally, declines from 1948 were experienced in all geographic divisions, ranging from 6 percent in the Middle Atlantic and West North Central regions to 11 percent in the East South Central region. Of the 38 kinds of business covered in this report, only beer, drugs, grocery retailer-cooperative warehouses, optical goods and surgical equipment reported gains over 1948 of 1 to 7 percent.

December sales of wholesalers declined slightly (1%) from the previous month and were 8 percent lower than sales a year ago. While declines from December 1948 were indicated for all divisions, month-to-month gains were experienced in the New England (9%) Middle Atlantic (8%) and East North Central (2%) regions. The South Central regions reported little or no change.

INVENTORIES

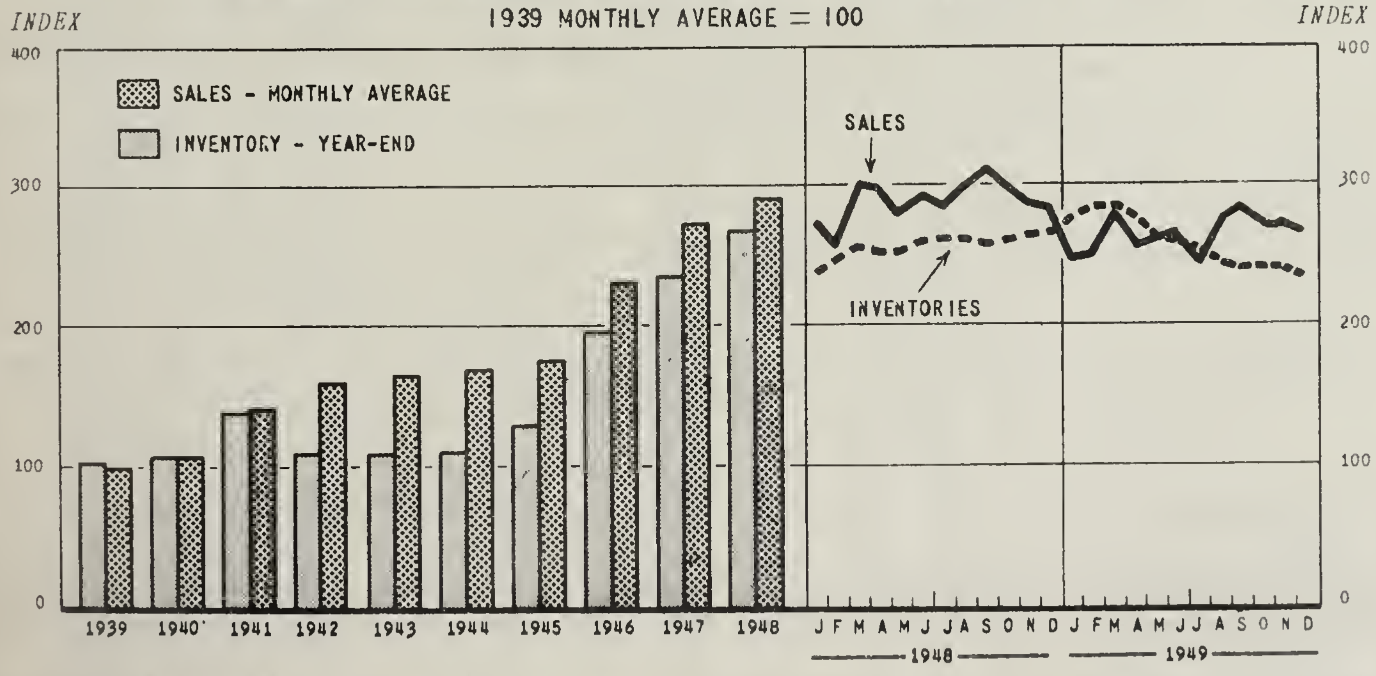
Year-end inventories of wholesalers declined 9 percent from stocks on hand at the end of 1948 and were 4 percent lower than the November 30, 1949 stock level. According to the reports of 2,636 establishments reporting inventories in conjunction with sales, the December stock-sales ratio of 139 was 4 points below November and 3 points below a year ago.

RETAIL TRADE

December sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 26 percent above the previous month but 4 percent lower than December 1948. Cumulative sales for the year 1949 were 3 percent below sales for 1948.

## TRENDS IN WHOLESALERS' SALES AND INVENTORIES*

(Service and Limited Function Wholesalers Only)



*BASED ON REPORTS COMPILED FROM THIS SURVEY

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# DECEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1949 panel | | Percent change | | December 1949 panel | | | | |
| | Dec. 1949 from Dec. 1948 | Dec. 1949 from Nov. 1949 | 12 mos. 1949 from 12 mos. 1948[b] | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1949 from Dec. 1948 | Dec. 1949 from Nov. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1949 | Dec. 1948 | Nov. 1949 |
| United States | -8 | -1 | -8 | 3,713 | $705,822 | -9 | -4 | 2,636 | $761,824 | 139 | 142 | 143 |
| New England | -7 | +9 | -9 | 223 | 33,306 | -11 | 0 | 152 | 24,077 | 111 | 117 | 122 |
| Middle Atlantic | -4 | +8 | -6 | 705 | 159,204 | -4 | -9 | 458 | 111,346 | 94 | 95 | 117 |
| East North Central | -9 | +2 | -8 | 741 | 126,148 | -9 | -4 | 536 | 115,774 | 122 | 123 | 129 |
| West North Central | -9 | -10 | -6 | 408 | 82,122 | -8 | -1 | 289 | 100,339 | 167 | 167 | 150 |
| South Atlantic | -8 | -1 | -8 | 469 | 69,073 | -10 | -4 | 331 | 69,377 | 130 | 132 | 134 |
| East South Central | -14 | 0 | -11 | 195 | 26,549 | -9 | -1 | 125 | 24,202 | 141 | 131 | 145 |
| West South Central | -4 | 0 | -7 | 312 | 56,148 | -11 | -7 | 213 | 63,223 | 150 | 162 | 164 |
| Mountain | -5 | -1 | -7 | 180 | 22,656 | -6 | -4 | 137 | 25,228 | 147 | 151 | 153 |
| Pacific | -11 | -7 | -9 | 419 | 86,830 | -9 | -4 | 261 | 96,397 | 161 | 157 | 156 |
| Automotive supplies | -8 | -12 | -11 | 233 | 13,698 | -11 | -2 | 134 | 13,386 | 227 | 224 | 232 |
| New England | +1 | -24 | -15 | 7 | 246 | c | c | c | c | c | c | c |
| Middle Atlantic | -28 | -17 | -13 | 33 | 615 | -14 | +2 | 30 | 1,588 | 293 | 239 | 238 |
| East North Central | -12 | +1 | -16 | 52 | 3,535 | -6 | -8 | 40 | 4,339 | 154 | 148 | 188 |
| West North Central | -2 | -10 | -10 | 38 | 3,361 | -3 | -3 | 14 | 1,789 | 308 | 309 | 290 |
| South Atlantic | -2 | -25 | -3 | 17 | 1,636 | -6 | +15 | 10 | 1,093 | 279 | 234 | 213 |
| South Central | -2 | -21 | -10 | 14 | 1,510 | -25 | -3 | 8 | 810 | 235 | 266 | 239 |
| Mountain | -1 | -15 | -10 | 16 | 827 | +5 | -5 | 7 | 702 | 241 | 271 | 263 |
| Pacific | -14 | -10 | -14 | 56 | 1,968 | -20 | +1 | 22 | 2,924 | 340 | 361 | 309 |
| Electrical group, total | -18 | +6 | -9 | 607 | 123,394 | -25 | +4 | 434 | 106,223 | 114 | 129 | 117 |
| Full-line wholesalers | -21 | +7 | -10 | 406 | 98,304 | -25 | +5 | 297 | 89,358 | 122 | 132 | 124 |
| New England | -14 | +6 | -3 | 33 | 6,271 | -36 | +3 | 25 | 5,386 | 106 | 151 | 111 |
| Middle Atlantic | -20 | +19 | -8 | 49 | 15,977 | -22 | +5 | 37 | 12,687 | 101 | 114 | 118 |
| East North Central | -16 | +13 | -11 | 80 | 24,988 | -24 | 0 | 61 | 21,257 | 110 | 126 | 125 |
| West North Central | -31 | -3 | -11 | 39 | 9,183 | -26 | +6 | 29 | 8,176 | 126 | 124 | 114 |
| South Atlantic | -19 | +8 | -7 | 58 | 11,903 | -25 | +9 | 39 | 10,540 | 126 | 142 | 121 |
| East South Central | -30 | +9 | -10 | 24 | 3,755 | -25 | +7 | 14 | 2,960 | 131 | 125 | 135 |
| West South Central | -32 | -3 | -7 | 45 | 8,025 | -19 | +9 | 32 | 9,883 | 162 | 135 | 144 |
| Mountain | -20 | +4 | -12 | 29 | 3,713 | -19 | +4 | 24 | 3,360 | 127 | 123 | 132 |
| Pacific | -19 | -2 | -14 | 49 | 14,489 | -27 | +7 | 36 | 15,109 | 140 | 153 | 124 |
| Wiring supplies, construction materials distributors | -15 | +4 | -16 | 118 | 6,442 | -15 | +3 | 76 | 5,674 | 121 | 118 | 123 |
| New England | -27 | -3 | -16 | 11 | 389 | c | c | c | c | c | c | c |
| Middle Atlantic | -11 | +2 | -7 | 34 | 1,060 | -1 | +1 | 19 | 1,092 | 171 | 151 | 191 |
| East North Central | -9 | +3 | -16 | 25 | 1,881 | -16 | +3 | 20 | 1,961 | 110 | 121 | 109 |
| West North Central | -12 | +10 | -8 | 7 | 746 | -16 | -11 | 4 | 334 | 109 | 112 | 124 |
| South Atlantic | -31 | +10 | -30 | 18 | 1,375 | -24 | +2 | 13 | 1,122 | 94 | 83 | 104 |
| South Central | +16 | -5 | -8 | 10 | 446 | -11 | +31 | 8 | 501 | 163 | 186 | 108 |
| Mountain | -19 | +4 | -10 | 4 | 243 | c | c | c | c | c | c | c |
| Pacific | +7 | +8 | -17 | 9 | 302 | -18 | 0 | 7 | 416 | 150 | 195 | 167 |
| Appliances and specialties wholesalers | +7 | 0 | -1 | 83 | 18,648 | -28 | -6 | 61 | 11,191 | 75 | 112 | 82 |
| New England | +38 | +26 | -3 | 4 | 749 | -4 | +13 | 4 | 579 | 77 | 111 | 85 |
| Middle Atlantic | +10 | -10 | +7 | 20 | 7,700 | -37 | -15 | 11 | 2,435 | 51 | 89 | 56 |
| East North Central | +36 | +38 | +4 | 14 | 2,736 | -27 | -2 | 9 | 1,066 | 44 | 89 | 64 |
| West North Central | -24 | -7 | -12 | 11 | 1,746 | -22 | -5 | 8 | 2,334 | 145 | 138 | 139 |
| South Atlantic | -17 | -13 | -8 | 13 | 1,731 | -26 | +1 | 12 | 1,644 | 108 | 118 | 93 |
| East South Central | -21 | -7 | +12 | 4 | 589 | -26 | -5 | 4 | 797 | 135 | 145 | 131 |
| Mountain | +9 | +9 | -20 | 6 | 818 | -23 | -3 | 6 | 913 | 112 | 158 | 125 |
| Pacific | +56 | +10 | +9 | 8 | 2,224 | -33 | -7 | 4 | 942 | 46 | 112 | 54 |
| Furniture and house furnishings | +1 | -14 | -8 | 58 | 12,083 | -4 | +1 | 44 | 16,130 | 155 | 168 | 132 |
| Middle Atlantic | -4 | -23 | -2 | 15 | 2,311 | -2 | 0 | 11 | 2,265 | 136 | 143 | 108 |
| East North Central | +7 | +3 | -6 | 4 | 933 | c | c | c | c | c | c | c |
| West North Central | +7 | -8 | -13 | 5 | 3,214 | -7 | +8 | 5 | 5,351 | 166 | 193 | 141 |
| South Atlantic | -3 | -5 | 0 | 5 | 649 | c | c | c | c | c | c | c |
| West South Central | +14 | -7 | +2 | 8 | 1,268 | -8 | -7 | 8 | 1,645 | 130 | 161 | 129 |
| Mountain | +10 | -9 | +4 | 6 | 767 | +2 | +6 | 5 | 1,352 | 193 | 227 | 173 |
| Pacific | -10 | -24 | -12 | 11 | 2,259 | -2 | -3 | 9 | 3,420 | 159 | 148 | 123 |
| Hardware | -13 | -11 | -14 | 142 | 43,251 | -13 | -2 | 113 | 81,374 | 233 | 235 | 207 |
| Middle Atlantic | -12 | -9 | -10 | 29 | 6,642 | -4 | -1 | 23 | 9,930 | 172 | 156 | 157 |
| East North Central | -7 | -10 | -13 | 19 | 9,020 | -17 | -4 | 17 | 15,977 | 186 | 207 | 176 |
| West North Central | -15 | -17 | -14 | 17 | 8,432 | -9 | -1 | 16 | 17,409 | 254 | 241 | 207 |
| South Atlantic | -13 | -17 | -11 | 24 | 4,036 | -13 | +2 | 21 | 10,078 | 274 | 269 | 221 |
| East South Central | -21 | -3 | -17 | 12 | 3,027 | -5 | +5 | 6 | 3,522 | 246 | 209 | 228 |
| West South Central | -4 | -11 | -12 | 15 | 3,959 | -14 | -3 | 9 | 5,845 | 243 | 289 | 220 |
| Mountain | -12 | +8 | -12 | 8 | 1,868 | -3 | -4 | 5 | 2,109 | 278 | 268 | 284 |
| Pacific | -20 | -12 | -19 | 15 | 6,074 | -20 | -3 | 13 | 16,081 | 308 | 311 | 279 |
| Industrial supplies | -24 | +2 | -16 | 69 | 9,077 | -10 | +3 | 51 | 16,987 | 241 | 209 | 238 |
| New England | -13 | +28 | -16 | 8 | 793 | -6 | 0 | 8 | 2,001 | 252 | 232 | 323 |
| Middle Atlantic | -36 | -11 | -24 | 16 | 907 | -18 | +1 | 10 | 1,283 | 192 | 156 | 188 |
| East North Central | -19 | +4 | -15 | 10 | 796 | -8 | -3 | 7 | 577 | 209 | 229 | 211 |
| West North Central | -12 | +1 | -10 | 9 | 769 | -13 | 0 | 5 | 783 | 200 | 191 | 212 |
| South Atlantic | -28 | +6 | -25 | 9 | 689 | -10 | -2 | 8 | 1,537 | 225 | 181 | 245 |
| South Central | -18 | +5 | -12 | 7 | 3,462 | -4 | +5 | 5 | 6,606 | 243 | 226 | 233 |
| Pacific | -36 | -8 | -18 | 10 | 1,661 | -16 | +6 | 8 | 4,200 | 276 | 213 | 241 |
| Jewelry | 0 | +9 | -14 | 157 | 10,413 | -12 | -16 | 78 | 9,727 | 135 | 150 | 168 |
| New England | -10 | +31 | -14 | 5 | 503 | c | c | c | c | c | c | c |
| Middle Atlantic | -2 | -3 | -16 | 48 | 2,507 | -16 | -10 | 15 | 2,134 | 132 | 158 | 142 |
| East North Central | -8 | -1 | -15 | 42 | 2,614 | -13 | -14 | 24 | 2,636 | 135 | 143 | 146 |
| West North Central | +2 | +11 | -10 | 14 | 1,443 | -1 | -14 | 9 | 1,512 | 139 | 135 | 180 |
| South Atlantic | +13 | +14 | -11 | 7 | 388 | c | c | c | c | c | c | c |
| South Central | +59 | +75 | -6 | 6 | 601 | c | c | c | c | c | c | c |
| Pacific | -1 | +20 | -14 | 32 | 2,338 | -13 | -21 | 20 | 2,931 | 137 | 156 | 206 |
| Lumber and building material | +8 | -15 | -7 | 58 | 9,963 | -7 | +3 | 34 | 8,061 | 126 | 136 | 102 |
| Middle Atlantic | -8 | -21 | -4 | 14 | 2,275 | +10 | +6 | 5 | 1,042 | 71 | 54 | 52 |
| East North Central | -6 | -27 | -12 | 12 | 939 | -7 | +4 | 8 | 803 | 145 | 134 | 86 |
| West North Central | +17 | -6 | +3 | 5 | 2,037 | c | c | c | c | c | c | c |
| South Atlantic | -12 | -22 | -15 | 6 | 612 | -24 | +3 | 5 | 212 | 70 | 84 | 63 |
| Mountain | +30 | -24 | 0 | 4 | 1,304 | c | c | c | c | c | c | c |
| Pacific | +22 | +4 | -12 | 11 | 1,984 | +6 | -5 | 7 | 1,608 | 156 | 184 | 185 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## DECEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1949 panel | | Percent change | | December 1949 panel | | | | |
| | Dec. 1949 from Dec. 1948 | Dec. 1949 from Nov. 1949 | 12 mos. 1949 from 12 mos. 1948[b] | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1949 from Dec. 1948 | Dec. 1949 from Nov. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1949 | Dec. 1948 | Nov. 1949 |
| **Machinery, equipment, supplies (except electrical)** | -12 | +6 | -12 | 48 | $5,875 | +14 | +8 | 33 | $10,718 | 215 | 172 | 215 |
| New England | -8 | 0 | -21 | 5 | 400 | +5 | +3 | 4 | 897 | 330 | 305 | 301 |
| Middle Atlantic | -32 | +10 | -26 | 8 | 782 | -9 | -2 | 4 | 877 | 188 | 147 | 220 |
| East North Central | -19 | -7 | -18 | 12 | 687 | +3 | -3 | 9 | 1,068 | 167 | 130 | 158 |
| South Atlantic | -24 | -13 | -17 | 7 | 582 | -6 | +9 | 4 | 1,321 | 376 | 269 | 293 |
| West South Central | +8 | +5 | +4 | 6 | 1,895 | +40 | +16 | 5 | 4,704 | 254 | 204 | 230 |
| Pacific | -21 | -29 | -26 | 5 | 216 | c | c | c | c | c | c | c |
| **Metals** | -27 | +1 | -19 | 22 | 6,147 | -5 | -1 | 18 | 8,985 | 148 | 115 | 152 |
| Optical goods | -10 | -16 | +2 | 11 | 220 | -28 | +10 | 4 | 140 | 156 | 217 | 118 |
| Paints and varnishes | -21 | -33 | -10 | 47 | 2,831 | c | c | c | c | c | c | c |
| Plumbing and heating supplies | -20 | -6 | -16 | 76 | 8,618 | -20 | +4 | 53 | 10,312 | 142 | 147 | 131 |
| New England | -11 | -21 | -13 | 6 | 244 | c | c | c | c | c | c | c |
| Middle Atlantic | -23 | -27 | -17 | 14 | 502 | +6 | +1 | 6 | 628 | 249 | 174 | 187 |
| East North Central | -16 | -7 | -9 | 11 | 901 | +1 | +3 | 9 | 1,366 | 178 | 147 | 158 |
| West North Central | -15 | -23 | -11 | 9 | 835 | -11 | +27 | 7 | 1,189 | 155 | 153 | 95 |
| South Atlantic | -18 | +2 | -18 | 19 | 4,165 | -25 | +1 | 19 | 5,174 | 124 | 137 | 125 |
| Pacific | -48 | -17 | -24 | 5 | 606 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +4 | -16 | -5 | 25 | 781 | -7 | -2 | 20 | 2,041 | 335 | 382 | 279 |
| Middle Atlantic | +16 | +7 | -4 | 6 | 231 | c | c | c | c | c | c | c |
| South Atlantic | +8 | -40 | +2 | 6 | 179 | +10 | -4 | 6 | 583 | 326 | 319 | 203 |
| Pacific | +26 | +11 | -14 | 6 | 155 | -24 | -4 | 6 | 393 | 254 | 421 | 292 |
| **Surgical, medical, equipment, supplies** | +12 | -1 | +3 | 30 | 3,393 | +13 | -2 | 25 | 4,005 | 128 | 128 | 131 |
| Middle Atlantic | +2 | -6 | -2 | 5 | 190 | c | c | c | c | c | c | c |
| East North Central | +16 | -3 | +8 | 7 | 2,193 | +17 | -5 | 7 | 2,245 | 102 | 101 | 104 |
| South Atlantic | -7 | -5 | -8 | 6 | 249 | -3 | +2 | 5 | 514 | 218 | 206 | 201 |
| **Beer** | +4 | +5 | +6 | 44 | 2,496 | -8 | -5 | 37 | 681 | 29 | 33 | 32 |
| Middle Atlantic | +8 | +7 | +16 | 9 | 399 | +14 | -10 | 7 | 74 | 19 | 18 | 23 |
| East North Central | 0 | +7 | -7 | 13 | 537 | -10 | -2 | 12 | 196 | 38 | 42 | 42 |
| West North Central | +8 | +7 | +14 | 6 | 956 | -23 | -19 | 5 | 73 | 8 | 11 | 11 |
| South Atlantic | +3 | +4 | +2 | 6 | 327 | -1 | +5 | 5 | 153 | 54 | 64 | 51 |
| Pacific | +7 | -3 | +2 | 5 | 239 | +1 | -6 | 4 | 137 | 60 | 65 | 63 |
| Chemicals, industrial | -15 | -12 | -19 | 12 | 899 | -4 | +3 | 9 | 1,082 | 148 | 129 | 131 |
| Clothing and furnishings (except shoes) | -12 | -34 | -22 | 24 | 1,563 | +14 | 0 | 15 | 1,724 | 190 | 169 | 119 |
| **Coal** | -17 | -5 | -24 | 9 | 5,907 | -44 | -9 | 4 | 4,258 | 123 | 222 | 149 |
| Confectionery | +1 | +10 | -3 | 42 | 1,643 | -5 | -11 | 25 | 897 | 80 | 85 | 101 |
| Middle Atlantic | +4 | +17 | -4 | 5 | 314 | c | c | c | c | c | c | c |
| South Atlantic | -3 | -5 | -4 | 13 | 258 | -2 | -4 | 7 | 202 | 114 | 118 | 110 |
| East South Central | +3 | +9 | -1 | 8 | 231 | -19 | -12 | 4 | 38 | 79 | 98 | 93 |
| Pacific | +9 | +30 | -6 | 4 | 405 | c | c | c | c | c | c | c |
| Dairy and poultry products | -7 | +6 | -14 | 27 | 6,260 | -5 | -17 | 20 | 1,921 | 33 | 33 | 43 |
| **Drugs and sundries (liquor excluded)** | +4 | -6 | +1 | 183 | 45,675 | +5 | -5 | 139 | 60,379 | 178 | 177 | 174 |
| New England | +8 | +1 | +3 | 13 | 2,514 | d | d | d | d | d | d | d |
| Middle Atlantic | +1 | -3 | 0 | 24 | 8,596 | d | d | d | d | d | d | d |
| East North Central | +5 | -4 | +1 | 24 | 7,231 | d | d | d | d | d | d | d |
| West North Central | +6 | -6 | +1 | 20 | 5,044 | d | d | d | d | d | d | d |
| South Atlantic | +11 | -3 | +3 | 30 | 5,629 | d | d | d | d | d | d | d |
| East South Central | +3 | -5 | 0 | 15 | 2,885 | d | d | d | d | d | d | d |
| West South Central | +11 | -11 | +6 | 26 | 5,858 | d | d | d | d | d | d | d |
| Mountain | +4 | -14 | +1 | 11 | 1,766 | d | d | d | d | d | d | d |
| Pacific | -3 | -12 | -1 | 20 | 6,152 | d | d | d | d | d | d | d |
| **Dry goods** | -15 | -32 | -19 | 145 | 26,510 | -16 | +4 | 115 | 61,241 | 267 | 270 | 175 |
| New England | -6 | -27 | -11 | 8 | 624 | -14 | -5 | 8 | 722 | 116 | 127 | 89 |
| Middle Atlantic | -13 | -10 | -20 | 37 | 5,037 | -1 | -2 | 24 | 6,347 | 207 | 171 | 174 |
| East North Central | +6 | -32 | -16 | 13 | 1,757 | +2 | -4 | 13 | 3,644 | 207 | 216 | 147 |
| West North Central | -2 | -32 | -14 | 11 | 4,139 | -5 | +6 | 10 | 11,352 | 277 | 285 | 177 |
| South Atlantic | 0 | -18 | -20 | 19 | 2,036 | -8 | -4 | 15 | 3,975 | 205 | 225 | 178 |
| East South Central | -2 | -31 | -21 | 16 | 1,229 | -6 | +5 | 10 | 2,151 | 252 | 261 | 160 |
| West South Central | -5 | -33 | -18 | 9 | 747 | -21 | +8 | 9 | 1,980 | 265 | 317 | 164 |
| Mountain | -1 | -29 | -11 | 5 | 331 | 0 | 0 | 5 | 895 | 270 | 268 | 192 |
| Pacific | -16 | -51 | -5 | 15 | 2,582 | -2 | -4 | 9 | 5,894 | 402 | 372 | 253 |
| **Farm supplies** | -30 | -1 | -11 | 20 | 2,459 | +2 | +4 | 8 | 915 | 104 | 100 | 88 |
| **Fresh fruits and vegetables** | -10 | -10 | -5 | 73 | 5,358 | +10 | -12 | 48 | 681 | 23 | 17 | 25 |
| New England | -29 | -14 | -16 | 10 | 332 | -14 | 0 | 9 | 36 | 15 | 12 | 12 |
| Middle Atlantic | -7 | -16 | -8 | 19 | 1,311 | +46 | -12 | 12 | 169 | 24 | 15 | 26 |
| East North Central | -4 | -11 | 0 | 16 | 1,545 | -5 | -13 | 9 | 160 | 30 | 31 | 39 |
| South Atlantic | +8 | +17 | +11 | 9 | 470 | +25 | -29 | 6 | 60 | 18 | 17 | 29 |
| East South Central | -20 | -6 | -8 | 6 | 290 | c | c | c | c | c | c | c |
| Pacific | -15 | -8 | -2 | 8 | 1,206 | +13 | -1 | 5 | 203 | 22 | 15 | 22 |
| **Groceries, total** | -7 | -12 | -2 | 690 | 107,328 | -2 | -5 | 507 | 121,899 | 153 | 145 | 141 |
| Non-affiliated full-line wholesalers[e] | -5 | -11 | -2 | 431 | 50,218 | -5 | -8 | 318 | 58,795 | 148 | 148 | 142 |
| New England | -16 | -14 | -8 | 7 | 1,211 | -5 | -2 | 4 | 1,920 | 195 | 172 | 166 |
| Middle Atlantic | -1 | +16 | -1 | 22 | 4,061 | -3 | -7 | 12 | 3,546 | 104 | 108 | 136 |
| East North Central | -8 | -15 | +1 | 124 | 7,846 | +2 | -3 | 96 | 10,588 | 177 | 161 | 153 |
| West North Central | +4 | -18 | +9 | 65 | 9,786 | +3 | -7 | 57 | 14,463 | 160 | 162 | 144 |
| South Atlantic | -7 | -10 | -7 | 60 | 5,934 | -7 | -5 | 37 | 5,479 | 133 | 138 | 124 |
| East South Central | -16 | -8 | -12 | 32 | 2,781 | -12 | -5 | 25 | 3,215 | 137 | 131 | 133 |
| West South Central | -6 | -7 | -5 | 87 | 12,013 | -11 | -15 | 64 | 12,474 | 131 | 139 | 145 |
| Mountain | -11 | -19 | -7 | 18 | 1,347 | -22 | -13 | 16 | 1,907 | 150 | 173 | 138 |
| Pacific | -5 | -17 | +1 | 16 | 5,239 | -10 | -3 | 7 | 5,203 | 167 | 161 | 140 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
DECEMBER 1949

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1949 panel | | Percent change | | December 1949 panel | | | | |
| | Dec. 1949 from Dec. 1948 | Dec. 1949 from Nov. 1949 | 12 mos. 1949 from 12 mos. 1948[b] | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1949 from Dec. 1948 | Dec. 1949 from Nov. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1949 | Dec. 1948 | Nov. 1949 |
| Groceries—Continued | | | | | | | | | | | | |
| Voluntary-group wholesalers | -9 | -11 | -4 | 142 | $36,093 | -2 | -4 | 115 | $41,232 | 153 | 141 | 141 |
| New England | -4 | +1 | -4 | 8 | 2,677 | -17 | -3 | 5 | 885 | 123 | 129 | 113 |
| Middle Atlantic | -5 | -9 | -3 | 40 | 9,742 | -4 | +1 | 27 | 7,437 | 152 | 157 | 140 |
| East North Central | -10 | -10 | -4 | 42 | 9,656 | +5 | -7 | 37 | 12,325 | 144 | 122 | 139 |
| West North Central | -15 | -23 | +1 | 23 | 4,812 | +5 | -1 | 23 | 9,411 | 196 | 158 | 151 |
| South Atlantic | -7 | -10 | -6 | 11 | 1,554 | -8 | -15 | 6 | 867 | 119 | 119 | 121 |
| Mountain | -5 | -9 | -6 | 9 | 1,499 | -5 | -1 | 9 | 4,103 | 274 | 273 | 250 |
| Pacific | -11 | -6 | -7 | 6 | 5,738 | -14 | -5 | 5 | 5,720 | 107 | 112 | 109 |
| Retailer-cooperative warehouses | -3 | -12 | +7 | 22 | 8,487 | -7 | +2 | 15 | 6,519 | 146 | 155 | 127 |
| Specialty lines wholesalers | -12 | -21 | -6 | 95 | 12,530 | +15 | -2 | 59 | 15,353 | 176 | 139 | 144 |
| New England | -4 | +10 | -10 | 5 | 136 | c | c | c | c | c | c | c |
| Middle Atlantic | -10 | -25 | -4 | 22 | 3,478 | -6 | -12 | 11 | 1,955 | 106 | 123 | 105 |
| East North Central | -7 | -17 | +7 | 11 | 646 | -2 | -2 | 6 | 190 | 69 | 65 | 59 |
| South Atlantic | -11 | -20 | +1 | 23 | 1,472 | +14 | +7 | 15 | 1,981 | 162 | 127 | 117 |
| East South Central | -1 | -11 | +5 | 5 | 434 | c | c | c | c | c | c | c |
| West South Central | -13 | -22 | -5 | 281 | 281 | c | c | c | c | c | c | c |
| Pacific | -16 | -21 | -11 | 18 | 5,729 | +21 | 0 | 14 | 10,286 | 222 | 156 | 175 |
| Leather and shoe findings | -6 | -13 | -13 | 31 | 417 | -9 | +2 | 16 | 1,064 | 405 | 444 | 356 |
| Middle Atlantic | 0 | -14 | -4 | 7 | 38 | c | c | c | c | c | c | c |
| East North Central | -7 | -21 | -9 | 6 | 56 | c | c | c | c | c | c | c |
| West North Central | -5 | -22 | -7 | 5 | 62 | c | c | c | c | c | c | c |
| Pacific | -21 | -16 | -19 | 7 | 178 | c | c | c | c | c | c | c |
| Meats and meat products | -15 | -9 | -12 | 49 | 33,412 | -27 | -4 | 43 | 16,011 | 54 | 63 | 51 |
| Middle Atlantic | -18 | -10 | -12 | 10 | 3,523 | -20 | -5 | 10 | 1,392 | 40 | 41 | 38 |
| East North Central | -29 | -1 | -15 | 13 | 7,300 | -10 | +22 | 12 | 3,871 | 57 | 44 | 46 |
| South Atlantic | -27 | -7 | -11 | 4 | 368 | c | c | c | c | c | c | c |
| Pacific | -17 | +3 | -7 | 5 | 3,074 | +4 | +1 | 4 | 501 | 32 | 24 | 30 |
| Paper and its products | -3 | -5 | -9 | 58 | 7,582 | -9 | -4 | 34 | 5,797 | 123 | 128 | 123 |
| New England | -3 | +5 | -10 | 4 | 242 | c | c | c | c | c | c | c |
| Middle Atlantic | -5 | -6 | -12 | 18 | 1,809 | -18 | -2 | 10 | 924 | 86 | 102 | 82 |
| East North Central | 0 | -5 | -10 | 17 | 3,697 | -11 | -4 | 11 | 2,462 | 105 | 113 | 106 |
| West North Central | -23 | -24 | -11 | 4 | 226 | c | c | c | c | c | c | c |
| South Atlantic | -1 | -1 | -11 | 6 | 494 | c | c | c | c | c | c | c |
| Pacific | -3 | +12 | -1 | 4 | 743 | c | c | c | c | c | c | c |
| Petroleum | -21 | -2 | -12 | 24 | 2,633 | +19 | +13 | 24 | 3,164 | 120 | 80 | 104 |
| Shoes and other footwear | -15 | -7 | -9 | 28 | 17,865 | -5 | +7 | 22 | 55,261 | 315 | 280 | 273 |
| Middle Atlantic | -18 | -20 | -5 | 6 | 461 | -1 | +18 | 4 | 643 | 204 | 164 | 128 |
| West North Central | -17 | -3 | -3 | 4 | 960 | c | c | c | c | c | c | c |
| South Atlantic | +32 | -33 | -12 | 4 | 880 | c | c | c | c | c | c | c |
| Pacific | -35 | -37 | -21 | 6 | 154 | -3 | +5 | 5 | 678 | 506 | 339 | 292 |
| Tobacco products | -3 | +8 | -1 | 294 | 46,633 | -6 | -16 | 181 | 16,395 | 54 | 55 | 69 |
| New England | -1 | +16 | 0 | 23 | 3,529 | +3 | +3 | 12 | 546 | 45 | 47 | 53 |
| Middle Atlantic | -2 | +14 | -3 | 65 | 15,945 | -12 | -23 | 45 | 6,084 | 48 | 54 | 71 |
| East North Central | -2 | +8 | 0 | 64 | 9,462 | -4 | -18 | 34 | 2,501 | 47 | 48 | 61 |
| West North Central | +2 | +11 | -3 | 45 | 6,229 | +6 | -9 | 27 | 3,721 | 89 | 87 | 112 |
| South Atlantic | -14 | -6 | -1 | 21 | 4,212 | -12 | -10 | 18 | 1,793 | 48 | 46 | 50 |
| East South Central | -7 | +6 | +1 | 14 | 1,423 | -6 | -15 | 10 | 552 | 47 | 46 | 58 |
| West South Central | +11 | +5 | +6 | 24 | 1,788 | -3 | -29 | 9 | 291 | 43 | 44 | 65 |
| Mountain | +2 | +3 | +6 | 18 | 1,328 | +19 | -4 | 15 | 521 | 75 | 71 | 74 |
| Pacific | -7 | -2 | 0 | 20 | 2,717 | -9 | -4 | 11 | 386 | 49 | 52 | 47 |
| Wines and spirits[f] | +4 | +28 | c | 316 | 124,877 | +7 | -17 | 259 | 93,074 | 89 | 88 | 139 |
| New England | -8 | +22 | c | 28 | 6,546 | +5 | -12 | 22 | 4,059 | 87 | 78 | 121 |
| Middle Atlantic | +10 | +42 | c | 51 | 45,804 | +15 | -17 | 48 | 31,392 | 77 | 73 | 131 |
| East North Central | -1 | +31 | c | 58 | 16,372 | +2 | -9 | 47 | 13,410 | 108 | 104 | 152 |
| West North Central | -4 | +4 | c | 28 | 7,459 | -3 | -1 | 20 | 4,538 | 101 | 102 | 112 |
| South Atlantic | +4 | +25 | c | 45 | 14,843 | +9 | -23 | 41 | 11,971 | 85 | 83 | 137 |
| East South Central | -11 | +35 | c | 16 | 4,074 | +32 | -8 | 13 | 3,117 | 96 | 63 | 137 |
| West South Central | +28 | +31 | c | 31 | 11,369 | -22 | -29 | 25 | 10,091 | 96 | 164 | 178 |
| Mountain | +3 | +23 | c | 16 | 3,225 | +11 | -13 | 13 | 2,578 | 89 | 82 | 127 |
| Pacific | -2 | +10 | c | 43 | 15,185 | +31 | -19 | 30 | 11,918 | 108 | 80 | 145 |
| Miscellaneous | +4 | +11 | -8 | 12 | 3,036 | -22 | -7 | 6 | 1,892 | 239 | 269 | 280 |

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.
b Includes reports received too late for inclusion in previous monthly trends.
c Insufficient data to show separately.
d To be published in the December edition of Trends in the Drug Trade.
e Not affiliated with voluntary or cooperative groups.
f Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholeslae level.

States comprising geographic divisions:
New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D. C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Tex.)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mexico, Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Philip M. Hauser, *Acting Director*

THE LIBRARY OF THE
MAR 13 1950
UNIVERSITY OF ILLINOIS

FOR RELEASE
MARCH 8, 1950

## SALES AND INVENTORIES
### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS
### JANUARY 1950

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,727 wholesale houses in various lines of trade.

### SALES

January 1950 sales of wholesalers followed their usual seasonal trend with a decline of 14 percent from the previous month. Compared with a year ago, January sales were off only 3 percent.

Regionally, all geographic divisions experienced declines from December 1949, ranging from 10 percent in the West North Central division to 25 percent in New England. While the Mountain division registered a gain of 3 percent over January 1949, all other regions reported decreases of 2 to 9 percent.

While wholesale trade is down somewhat compared with January 1949, 13 of the trades covered in this report indicated sales increases over the corresponding period a year ago, ranging from 1 percent in dry goods to 42 percent in surgical and medical equipment and supplies. Individually by trades, a comparison with the previous month (December 1949) indicates wide variation in seasonal sales patterns, ranging from a drop of 65 percent in jewelry to an increase of 55 percent in farm supplies.

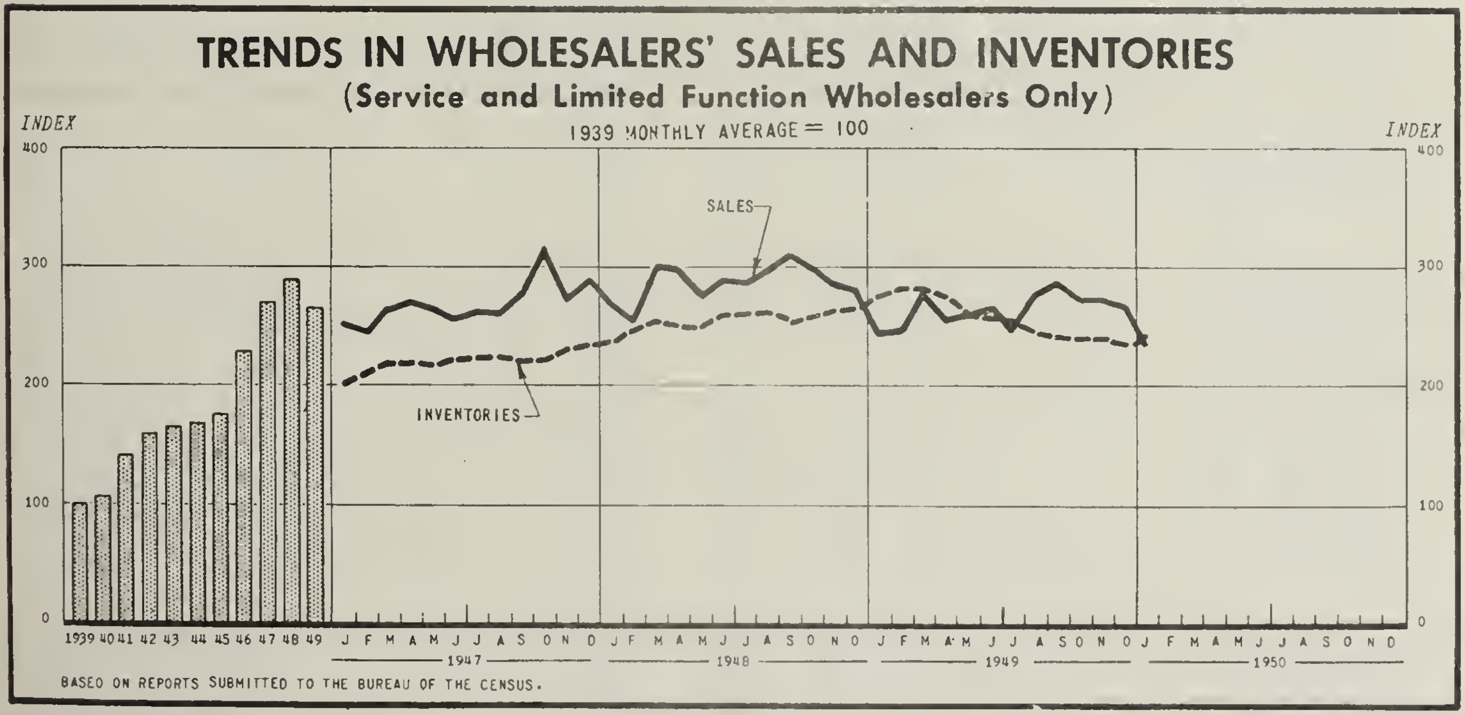
### INVENTORIES

Wholesalers' inventories (valued at cost) at the end of January rose 2 percent over December 1949 but were considerably below (11 percent) the stock level established a year ago. According to the reports of 2,750 establishments reporting inventories in conjunction with sales, the January stock-sales ratio of 167 was 27 points above December but 13 points below a year ago.

While inventory levels for wholesale trade in general are down substantially below the dollar value of stocks on hand a year ago, wide variations in inventory trends by individual trades are noted, ranging from a decrease of 58 percent in coal to an increase of 19 percent in clothing and furnishings.

### RETAIL TRADE

January sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 35 percent below the previous month but recorded a gain of 3 percent over January 1949 sales.


TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)

BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JANUARY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1950 panel | | Percent change | | January 1950 panel | | | | |
| | Jan. 1950 from Jan. 1949 | Jan. 1950 from Dec. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Jan. 1950 from Jan. 1949 | Jan. 1950 from Dec. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Jan. 1950 | Jan. 1949 | Dec. 1949 |
| United States total | -3 | -14 | 3,727 | $598,787 | -11 | +2 | 2,750 | $790,764 | 167 | 180 | 140 |
| New England | -2 | -25 | 233 | 24,764 | -11 | +5 | 174 | 30,426 | 158 | 179 | 118 |
| Middle Atlantic | -2 | -24 | 692 | 114,208 | -9 | +2 | 462 | 108,027 | 139 | 149 | 108 |
| East North Central | -3 | -16 | 730 | 102,928 | -13 | +2 | 556 | 125,056 | 147 | 166 | 121 |
| West North Central | -2 | -10 | 415 | 73,093 | -11 | +4 | 323 | 108,101 | 182 | 202 | 156 |
| South Atlantic | -5 | -11 | 474 | 61,483 | -10 | +2 | 357 | 77,612 | 153 | 162 | 130 |
| East South Central | -9 | -11 | 201 | 23,610 | -5 | +6 | 14[illegible] | 31,534 | 177 | 169 | 147 |
| West South Central | -5 | -11 | 330 | 52,356 | -7 | +4 | 253 | 76,418 | 178 | 181 | 150 |
| Mountain | +3 | -13 | 174 | 18,560 | -6 | +5 | 140 | 26,388 | 172 | 188 | 142 |
| Pacific | -4 | -15 | 413 | 76,770 | -8 | 0 | 279 | 109,497 | 195 | 204 | 160 |
| Automotive supplies | -2 | -12 | 242 | 12,458 | -8 | 0 | 143 | 14,540 | 282 | 287 | 227 |
| New England | -26 | -26 | 8 | 260 | -7 | +6 | 4 | 410 | 390 | 237 | 253 |
| Middle Atlantic | -13 | +1 | 37 | 777 | -8 | -4 | 34 | 1,870 | 263 | 248 | 281 |
| East North Central | -3 | -28 | 53 | 2,518 | -9 | +3 | 40 | 4,142 | 238 | 257 | 144 |
| West North Central | -3 | -21 | 39 | 2,717 | -4 | -1 | 15 | 1,927 | 328 | 344 | 299 |
| South Atlantic | +5 | +13 | 17 | 1,763 | -5 | -2 | 9 | 827 | 314 | 260 | 312 |
| South Central | +7 | +6 | 13 | 1,716 | -23 | +6 | 8 | 992 | 221 | 291 | 197 |
| Mountain | +9 | -3 | 16 | 805 | +33 | +7 | 8 | 1,094 | 315 | 271 | 257 |
| Pacific | -9 | -9 | 59 | 1,902 | -16 | -5 | 25 | 3,278 | 343 | 354 | 347 |
| Electrical group, total | -2 | -25 | 616 | 96,495 | -32 | 0 | 553 | 126,822 | 142 | 202 | 108 |
| Full-line wholesalers | -6 | -23 | 406 | 75,208 | -33 | 0 | 400 | 108,199 | 145 | 205 | 111 |
| New England | +2 | -25 | 32 | 4,679 | -40 | +2 | 32 | 6,450 | 138 | 237 | 101 |
| Middle Atlantic | +1 | -25 | 48 | 11,697 | -35 | -2 | 47 | 14,229 | 123 | 192 | 94 |
| East North Central | -6 | -25 | 78 | 18,385 | -31 | +6 | 77 | 25,148 | 138 | 188 | 97 |
| West North Central | -18 | -23 | 40 | 7,159 | -34 | +2 | 40 | 10,987 | 153 | 192 | 116 |
| South Atlantic | -6 | -22 | 59 | 9,358 | -31 | +3 | 57 | 13,718 | 152 | 208 | 116 |
| East South Central | -6 | -20 | 25 | 3,242 | -25 | +3 | 24 | 4,829 | 152 | 193 | 119 |
| West South Central | -13 | -12 | 45 | 7,054 | -32 | -7 | 45 | 11,428 | 162 | 207 | 153 |
| Mountain | 0 | -28 | 29 | 2,691 | -25 | +2 | 29 | 4,252 | 158 | 212 | 112 |
| Pacific | -2 | -24 | 50 | 10,943 | -36 | -6 | 49 | 17,158 | 158 | 241 | 127 |
| Wiring supplies, construction materials distributors | -12 | -19 | 114 | 5,410 | -17 | -1 | 79 | 6,017 | 148 | 156 | 122 |
| New England | -22 | -13 | 13 | 423 | -1 | +4 | 4 | 194 | 226 | 177 | 197 |
| Middle Atlantic | -23 | -23 | 34 | 953 | -2 | 0 | 21 | 1,384 | 200 | 165 | 152 |
| East North Central | -2 | -21 | 25 | 1,618 | -24 | -1 | 20 | 1,952 | 146 | 183 | 114 |
| West North Central | -6 | -31 | 6 | 529 | -11 | +12 | 4 | 389 | 154 | 158 | 100 |
| South Atlantic | -25 | -10 | 14 | 1,070 | -30 | -8 | 12 | 933 | 96 | 103 | 94 |
| West South Central | +8 | -18 | 8 | 322 | -6 | 0 | 6 | 473 | 190 | 201 | 175 |
| Pacific | +7 | -12 | 9 | 269 | -14 | 0 | 8 | 458 | 175 | 218 | 154 |
| Appliances and specialties wholesalers | +24 | -33 | 96 | 15,877 | -26 | +6 | 74 | 12,606 | 118 | 203 | 84 |
| New England | +71 | -4 | 10 | 975 | -9 | +4 | 10 | 909 | 93 | 175 | 86 |
| Middle Atlantic | +20 | -45 | 20 | 6,289 | -48 | +3 | 9 | 1,431 | 72 | 185 | 46 |
| East North Central | +50 | -23 | 13 | 1,941 | -33 | +4 | 7 | 850 | 58 | 144 | 42 |
| West North Central | +10 | -14 | 16 | 1,801 | -27 | +5 | 14 | 3,124 | 177 | 266 | 145 |
| South Atlantic | +15 | -9 | 16 | 1,823 | -22 | +16 | 15 | 2,413 | 157 | 222 | 116 |
| South Central | -18 | -13 | 8 | 922 | -17 | +13 | 7 | 1,499 | 164 | 162 | 129 |
| Mountain | +49 | -28 | 5 | 510 | -8 | +21 | 5 | 965 | 189 | 307 | 113 |
| Pacific | +52 | -42 | 8 | 1,616 | -17 | -12 | 7 | 1,415 | 93 | 178 | 60 |
| Furniture and house furnishings | +15 | -8 | 55 | 10,852 | -12 | +11 | 34 | 15,954 | 187 | 252 | 153 |
| Middle Atlantic | +2 | 0 | 14 | 2,140 | -2 | +26 | 4 | 1,213 | 139 | 150 | 112 |
| West North Central | +9 | -14 | 5 | 2,767 | -24 | +1 | 5 | 5,397 | 195 | 282 | 166 |
| South Atlantic | -13 | -29 | 5 | 463 | b | b | b | b | b | b | b |
| Pacific | +19 | +7 | 11 | 2,411 | -8 | +17 | 9 | 3,993 | 173 | 227 | 159 |
| Hardware | -7 | -9 | 134 | 38,524 | -11 | +10 | 102 | 80,415 | 276 | 294 | 229 |
| Middle Atlantic | -1 | -16 | 26 | 5,431 | -5 | +10 | 19 | 9,435 | 209 | 228 | 162 |
| East North Central | -4 | -21 | 17 | 6,661 | -18 | +5 | 15 | 11,513 | 244 | 291 | 166 |
| West North Central | -9 | -11 | 17 | 7,652 | -9 | +14 | 16 | 20,007 | 309 | 306 | 250 |
| South Atlantic | -4 | +15 | 24 | 4,695 | -7 | +6 | 20 | 10,485 | 254 | 268 | 275 |
| East South Central | -14 | +3 | 12 | 3,120 | +4 | +8 | 6 | 3,794 | 263 | 222 | 246 |
| West South Central | +5 | +10 | 15 | 4,365 | -12 | +11 | 9 | 6,493 | 233 | 289 | 243 |
| Mountain | -18 | -33 | 7 | 966 | -6 | +12 | 4 | 1,142 | 342 | 347 | 314 |
| Pacific | -15 | -7 | 13 | 5,345 | -14 | +12 | 10 | 16,348 | 365 | 370 | 300 |
| Industrial supplies | -17 | -8 | 65 | 8,069 | -12 | +2 | 46 | 16,700 | 272 | 267 | 244 |
| New England | -6 | -28 | 9 | 610 | -2 | 0 | 8 | 1,994 | 354 | 340 | 252 |
| Middle Atlantic | -44 | -10 | 14 | 782 | -26 | -1 | 7 | 845 | 170 | 153 | 168 |
| East North Central | -11 | +5 | 9 | 774 | -11 | +3 | 6 | 506 | 225 | 234 | 228 |
| Weat North Central | -19 | -25 | 8 | 493 | -6 | +5 | 6 | 1,129 | 314 | 256 | 246 |
| South Atlantic | -20 | +12 | 6 | 339 | -2 | +11 | 5 | 923 | 281 | 226 | 279 |
| South Central | -12 | -6 | 9 | 3,504 | -7 | +6 | 7 | 7,453 | 268 | 268 | 235 |
| Pacific | -13 | -5 | 10 | 1,567 | -23 | -4 | 7 | 3,850 | 280 | 312 | 276 |
| Jewelry | -17 | -65 | 141 | 3,258 | -10 | +5 | 81 | 10,604 | 451 | 408 | 149 |
| New England | -21 | -66 | 7 | 221 | b | b | b | b | b | b | b |
| Middle Atlantic | -14 | -54 | 40 | 818 | -10 | +9 | 17 | 2,032 | 484 | 439 | 181 |
| East North Central | -19 | -65 | 40 | 850 | -15 | +10 | 23 | 2,638 | 386 | 364 | 135 |
| West North Central | -10 | -64 | 12 | 469 | 0 | +12 | 10 | 1,895 | 461 | 386 | 157 |
| South Atlantic | -22 | -65 | 5 | 122 | b | b | b | b | b | b | b |
| South Central | -22 | -73 | 6 | 160 | -17 | -8 | 5 | 697 | 447 | 422 | 129 |
| Pacific | -20 | -72 | 28 | 608 | -11 | -1 | 19 | 2,936 | 523 | 468 | 145 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JANUARY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1950 panel | | Percent change | | January 1950 panel | | | | |
| | Jan. 1950 from Jan. 1949 | Jan. 1950 from Dec. 1949 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Jan. 1950 from Jan. 1949 | Jan. 1950 from Dec. 1949 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Jan. 1950 | Jan. 1949 | Dec. 1949 |
| Lumber and building materials | +8 | -10 | 60 | $8,950 | -2 | +7 | 37 | $9,239 | 141 | 157 | 120 |
| Middle Atlantic | -7 | -16 | 14 | 1,783 | 0 | -5 | 5 | 989 | 82 | 72 | 71 |
| East North Central | +1 | -6 | 11 | 842 | -15 | +8 | 8 | 1,009 | 165 | 228 | 148 |
| West North Central | +16 | -19 | 7 | 1,777 | -9 | +14 | 5 | 2,946 | 184 | 236 | 137 |
| South Atlantic | 0 | +6 | 7 | 853 | -4 | +12 | 5 | 237 | 73 | 79 | 70 |
| East South Central | +3 | -9 | 4 | 574 | b | b | b | b | b | b | b |
| Pacific | +15 | -5 | 11 | 1,893 | +15 | -1 | 9 | 2,105 | 122 | 124 | 125 |
| Machinery equipment, supplies (except electrical) | +3 | +8 | 48 | 6,417 | +8 | +2 | 33 | 11,483 | 204 | 200 | 223 |
| New England | +1 | -9 | 4 | 315 | b | b | b | b | b | b | b |
| Middle Atlantic | -27 | -1 | 7 | 715 | b | b | b | b | b | b | b |
| East North Central | -3 | +8 | 10 | 729 | -6 | 0 | 8 | 1,019 | 144 | 150 | 161 |
| South Atlantic | -24 | +28 | 8 | 816 | -1 | +4 | 5 | 1,470 | 254 | 171 | 329 |
| Pacific | -7 | -11 | 8 | 331 | +1 | 0 | 6 | 1,443 | 532 | 521 | 545 |
| Metals | -9 | 0 | 26 | 6,668 | -8 | 0 | 16 | 8,904 | 185 | 181 | 178 |
| Optical goods | +4 | +19 | 9 | 233 | -23 | -3 | 4 | 136 | 131 | 201 | 161 |
| Paints and varnishes | -21 | +19 | 54 | 3,824 | -9 | +4 | 47 | 13,644 | 367 | 319 | 422 |
| Plumbing and heating supplies | -18 | -21 | 82 | 7,077 | -19 | +8 | 59 | 11,875 | 206 | 211 | 146 |
| New England | -8 | +9 | 6 | 266 | b | b | b | b | b | b | b |
| Middle Atlantic | -4 | -1 | 17 | 594 | -16 | -3 | 9 | 752 | 246 | 269 | 230 |
| East North Central | -17 | -25 | 12 | 761 | +3 | +6 | 10 | 1,833 | 283 | 227 | 195 |
| West North Central | -18 | -18 | 11 | 786 | -11 | +10 | 9 | 1,549 | 218 | 196 | 159 |
| Pacific | -40 | -5 | 5 | 578 | b | b | b | b | b | b | b |
| Refrigeration equipment, parts (commercial) | +1 | -3 | 30 | 826 | -14 | 0 | 20 | 1,973 | 326 | 384 | 319 |
| Middle Atlantic | +37 | +6 | 6 | 244 | b | b | b | b | b | b | b |
| South Atlantic | +7 | +5 | 6 | 188 | +5 | +1 | 6 | 590 | 314 | 320 | 326 |
| Pacific | -23 | -34 | 9 | 121 | -29 | +27 | 4 | 228 | 321 | 326 | 151 |
| Surgical, medical, equipment, supplies | +42 | +30 | 33 | 4,727 | +7 | -1 | 28 | 4,198 | 96 | 133 | 131 |
| Beer | +4 | -20 | 44 | 1,999 | -9 | 0 | 35 | 653 | 35 | 40 | 28 |
| Middle Atlantic | +6 | -28 | 9 | 262 | +11 | +11 | 6 | 73 | 29 | 28 | 19 |
| East North Central | -1 | -22 | 12 | 401 | -11 | -2 | 11 | 173 | 45 | 50 | 36 |
| South Atlantic | -6 | -9 | 6 | 299 | -5 | +5 | 5 | 160 | 60 | 64 | 54 |
| Pacific | +9 | -26 | 5 | 176 | +8 | -7 | 4 | 128 | 77 | 78 | 60 |
| Chemicals, industrial | +10 | +11 | 15 | 1,832 | -10 | -3 | 11 | 1,291 | 85 | 103 | 96 |
| Clothing and furnishings (except shoes) | -5 | +14 | 25 | 2,079 | +19 | +16 | 15 | 2,437 | 205 | 195 | 184 |
| Coal | -17 | -3 | 9 | 5,593 | -58 | -32 | 4 | 2,815 | 87 | 206 | 127 |
| Confectionery | -6 | -26 | 46 | 1,330 | -10 | -8 | 28 | 964 | 100 | 106 | 81 |
| Middle Atlantic | -2 | -27 | 8 | 327 | -8 | +2 | 5 | 169 | 77 | 81 | 59 |
| East North Central | -20 | -15 | 4 | 72 | b | b | b | b | b | b | b |
| South Atlantic | +3 | -2 | 13 | 253 | -7 | -2 | 7 | 198 | 111 | 130 | 114 |
| East South Central | -14 | -34 | 8 | 153 | -33 | -18 | 4 | 31 | 72 | 110 | 79 |
| Pacific | -15 | -43 | 4 | 229 | b | b | b | b | b | b | b |
| Dairy and poultry products | -3 | -18 | 26 | 5,591 | -5 | -6 | 17 | 1,766 | 38 | 40 | 35 |
| Drugs and sundries (liquor excluded) | +6 | +11 | 184 | 50,863 | +3 | +2 | 140 | 61,388 | 163 | 167 | 178 |
| New England | +4 | +2 | 11 | 2,199 | +2 | +1 | 9 | 2,842 | 172 | 178 | 178 |
| Middle Atlantic | +7 | +9 | 27 | 9,842 | 0 | +2 | 20 | 9,152 | 149 | 155 | 158 |
| East North Central | +4 | +8 | 26 | 8,193 | 0 | +2 | 20 | 9,246 | 146 | 153 | 156 |
| West North Central | +10 | +11 | 20 | 5,606 | +3 | +4 | 17 | 7,559 | 157 | 168 | 171 |
| South Atlantic | +4 | +10 | 28 | 5,624 | +3 | +4 | 21 | 7,172 | 172 | 174 | 180 |
| East South Central | +1 | +7 | 16 | 3,199 | +1 | 0 | 12 | 4,453 | 172 | 174 | 184 |
| West South Central | +6 | +13 | 27 | 6,826 | +5 | +2 | 22 | 10,538 | 186 | 188 | 207 |
| Mountain | +11 | +28 | 10 | 2,097 | +8 | +5 | 6 | 2,701 | 163 | 170 | 196 |
| Pacific | +4 | +19 | 19 | 7,277 | +8 | -2 | 13 | 7,725 | 165 | 158 | 196 |
| Dry goods | +1 | +25 | 159 | 34,459 | -10 | +6 | 124 | 67,334 | 235 | 262 | 271 |
| New England | -3 | -10 | 8 | 589 | +6 | +26 | 8 | 1,078 | 183 | 166 | 131 |
| Middle Atlantic | -2 | +14 | 38 | 5,887 | +6 | +14 | 23 | 7,926 | 240 | 198 | 222 |
| East North Central | +9 | +5 | 13 | 1,837 | +11 | +14 | 13 | 4,326 | 235 | 231 | 217 |
| West North Central | +14 | +28 | 10 | 5,107 | +3 | +5 | 8 | 11,479 | 228 | 254 | 280 |
| South Atlantic | -3 | -10 | 21 | 2,039 | +3 | +18 | 15 | 4,524 | 265 | 251 | 201 |
| East South Central | -1 | +27 | 17 | 1,629 | +18 | +28 | 12 | 3,090 | 246 | 213 | 260 |
| West South Central | -16 | +27 | 12 | 1,387 | +3 | +18 | 12 | 3,390 | 244 | 200 | 264 |
| Mountain | 0 | +27 | 5 | 280 | +28 | +9 | 4 | 737 | 307 | 231 | 365 |
| Pacific | +6 | +43 | 23 | 4,481 | -3 | -2 | 17 | 6,939 | 340 | 383 | 377 |
| Farm supplies | -5 | +55 | 20 | 3,811 | -4 | -10 | 8 | 826 | 81 | 88 | 104 |
| Fresh fruits and vegetables | -5 | -15 | 65 | 4,710 | +5 | +11 | 41 | 969 | 32 | 27 | 24 |
| New England | -12 | -3 | 8 | 305 | +8 | +24 | 7 | 42 | 19 | 15 | 16 |
| Middle Atlantic | -8 | -9 | 17 | 1,148 | +38 | +23 | 10 | 202 | 33 | 22 | 25 |
| East North Central | +6 | -17 | 15 | 1,234 | +2 | +7 | 9 | 400 | 47 | 50 | 43 |
| South Atlantic | +3 | -22 | 9 | 367 | -8 | +12 | 6 | 67 | 26 | 32 | 18 |
| East South Central | -15 | +13 | 5 | 284 | b | b | b | b | b | b | b |
| Pacific | -1 | +2 | 6 | 978 | b | b | b | b | b | b | b |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JANUARY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | | | | Stock sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1950 panel | | Percent change | | January 1950 panel | | | | |
| | Jan. 1950 from Jan. 1949 | Jan. 1950 from Dec. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Jan. 1950 from Jan. 1949 | Jan. 1950 from Dec. 1949 | No. of establishments reporting | Reported dollar values (add 000) | Jan. 1950 | Jan. 1949 | Dec. 1949 |
| Groceries, total | -3 | +1 | 695 | $106,475 | -2 | +1 | 515 | $119,030 | 150 | 149 | 147 |
| Non-affiliated full-line wholesalers[c] | -1 | +1 | 447 | 51,328 | -3 | +2 | 335 | 59,560 | 145 | 149 | 142 |
| New England | -4 | +8 | 6 | 1,221 | -5 | +6 | 4 | 2,015 | 182 | 185 | 192 |
| Middle Atlantic | -4 | -22 | 24 | 3,389 | -11 | -6 | 14 | 3,463 | 132 | 143 | 105 |
| East North Central | +5 | +5 | 134 | 11,404 | +5 | -1 | 107 | 14,930 | 156 | 161 | 165 |
| West North Central | +7 | 0 | 71 | 8,367 | -2 | 0 | 62 | 9,874 | 132 | 145 | 130 |
| South Atlantic | -6 | +3 | 60 | 5,720 | +1 | 0 | 34 | 4,905 | 131 | 127 | 135 |
| East South Central | -9 | -1 | 35 | 3,302 | -13 | +2 | 26 | 3,561 | 141 | 147 | 138 |
| West South Central | -3 | +1 | 89 | 11,835 | -6 | +11 | 66 | 13,488 | 149 | 149 | 132 |
| Mountain | -13 | +11 | 19 | 1,725 | -10 | +7 | 17 | 2,318 | 142 | 136 | 149 |
| Pacific | -2 | +15 | 9 | 4,365 | -7 | 0 | 5 | 5,006 | 146 | 151 | 168 |
| Voluntary-group wholesalers | -4 | -3 | 132 | 32,754 | -5 | +2 | 105 | 37,098 | 154 | 155 | 146 |
| New England | -6 | -21 | 10 | 2,447 | -11 | +4 | 7 | 1,534 | 136 | 144 | 128 |
| Middle Atlantic | -1 | +4 | 42 | 10,303 | -1 | +3 | 28 | 7,809 | 156 | 159 | 152 |
| East North Central | -4 | +5 | 30 | 6,255 | -9 | -4 | 26 | 7,422 | 130 | 140 | 143 |
| West North Central | -11 | -24 | 23 | 4,552 | +2 | +9 | 23 | 9,618 | 211 | 184 | 148 |
| South Atlantic | +7 | 0 | 10 | 1,440 | -13 | +15 | 5 | 833 | 141 | 154 | 127 |
| Mountain | -1 | +7 | 9 | 1,611 | -15 | -14 | 9 | 3,523 | 219 | 253 | 274 |
| Pacific | -5 | +5 | 5 | 5,634 | -10 | +6 | 4 | 5,704 | 115 | 116 | 109 |
| Retailer-cooperative warehouses | 0 | +14 | 23 | 9,742 | -6 | -5 | 16 | 6,591 | 127 | 134 | 153 |
| Specialty lines wholesalers | -8 | +3 | 93 | 12,651 | +12 | -2 | 59 | 15,781 | 175 | 142 | 173 |
| New England | +4 | +4 | 4 | 75 | b | b | b | b | b | b | b |
| Middle Atlantic | +5 | +12 | 22 | 3,818 | -4 | +2 | 12 | 3,085 | 107 | 118 | 116 |
| East North Central | +1 | +6 | 12 | 750 | +6 | +3 | 7 | 247 | 73 | 69 | 72 |
| South Atlantic | -2 | +3 | 24 | 1,652 | -2 | -15 | 16 | 1,763 | 133 | 132 | 159 |
| East South Central | +26 | -5 | 5 | 260 | b | b | b | b | b | b | b |
| West South Central | -32 | 0 | 5 | 281 | b | b | b | b | b | b | b |
| Pacific | -17 | -2 | 15 | 5,466 | +23 | -1 | 11 | 10,114 | 262 | 166 | 226 |
| Leather and shoe findings | -10 | +4 | 31 | 352 | -8 | +4 | 14 | 943 | 481 | 472 | 534 |
| Middle Atlantic | -9 | +4 | 8 | 50 | b | b | b | b | b | b | b |
| East North Central | -14 | -12 | 6 | 49 | b | b | b | b | b | b | b |
| West North Central | +16 | -24 | 5 | 29 | b | b | b | b | b | b | b |
| Pacific | -15 | +13 | 6 | 162 | b | b | b | b | b | b | b |
| Meats and meat products | -9 | 0 | 50 | 32,589 | -19 | +11 | 44 | 19,921 | 69 | 77 | 62 |
| Middle Atlantic | -12 | -2 | 11 | 3,452 | -9 | +13 | 11 | 1,567 | 45 | 44 | 40 |
| East North Central | -7 | 0 | 13 | 7,274 | -15 | +6 | 12 | 4,108 | 60 | 66 | 57 |
| Pacific | -8 | +4 | 5 | 3,192 | +8 | +22 | 4 | 611 | 33 | 29 | 32 |
| Paper and its products | +2 | 0 | 60 | 7,975 | -8 | +2 | 34 | 5,940 | 128 | 145 | 123 |
| New England | -11 | -18 | 5 | 219 | -1 | +1 | 4 | 343 | 258 | 243 | 223 |
| Middle Atlantic | -1 | +13 | 16 | 1,905 | -8 | +9 | 10 | 1,007 | 95 | 106 | 86 |
| East North Central | +5 | +5 | 19 | 3,985 | -9 | +5 | 12 | 2,694 | 108 | 124 | 106 |
| West North Central | +7 | +21 | 4 | 273 | b | b | b | b | b | b | b |
| South Atlantic | -2 | +6 | 7 | 542 | b | b | b | b | b | b | b |
| Pacific | -2 | -36 | 5 | 672 | b | b | b | b | b | b | b |
| Petroleum | -11 | -4 | 25 | 2,460 | +16 | -5 | 24 | 2,957 | 121 | 92 | 122 |
| Shoes and other footwear | -1 | +29 | 29 | 23,009 | -6 | 0 | 22 | 55,122 | 244 | 257 | 315 |
| Tobacco products | -5 | -22 | 277 | 33,864 | -5 | +10 | 169 | 15,330 | 67 | 65 | 49 |
| New England | -3 | -29 | 23 | 2,320 | -5 | -13 | 11 | 325 | 51 | 50 | 44 |
| Middle Atlantic | -5 | -29 | 61 | 10,871 | -10 | -15 | 44 | 6,642 | 75 | 80 | 47 |
| East North Central | -13 | -21 | 56 | 6,625 | -3 | +1 | 29 | 2,448 | 63 | 52 | 49 |
| West North Central | +1 | -19 | 35 | 3,764 | -2 | +11 | 20 | 1,804 | 69 | 73 | 51 |
| South Atlantic | -6 | -7 | 22 | 3,953 | +1 | +7 | 19 | 2,014 | [illegible] | 51 | 48 |
| East South Central | -12 | -11 | 13 | 1,216 | +15 | +21 | 10 | 667 | 63 | 48 | 47 |
| West South Central | +4 | -11 | 30 | 2,145 | -10 | +2 | 14 | 695 | 61 | 65 | 53 |
| Mountain | +10 | -23 | 18 | 901 | +2 | +2 | 13 | 298 | 72 | 78 | 58 |
| Pacific | -4 | -26 | 19 | 2,069 | +6 | +3 | 9 | 437 | 60 | 60 | 50 |
| Wines and spirits[d] | -10 | -49 | 314 | 61,107 | +12 | 0 | 256 | 86,962 | 186 | 149 | 94 |
| New England | -2 | -53 | 26 | 2,809 | +23 | +16 | 20 | 4,491 | 205 | 171 | 89 |
| Middle Atlantic | -8 | -60 | 44 | 14,591 | +4 | -2 | 38 | 20,069 | 212 | 192 | 80 |
| East North Central | -4 | -44 | 55 | 10,103 | +3 | -3 | 43 | 13,281 | 173 | 162 | 101 |
| West North Central | -7 | -38 | 33 | 5,492 | +14 | +1 | 26 | 6,248 | 168 | 142 | 102 |
| South Atlantic | -10 | -41 | 44 | 8,828 | +6 | -2 | 41 | 12,367 | 147 | 124 | 90 |
| East South Central | -19 | -45 | 16 | 2,537 | +3 | -5 | 13 | 3,524 | 170 | 131 | 99 |
| West South Central | -26 | -49 | 37 | 5,855 | +10 | -1 | 30 | 11,203 | 213 | 141 | 108 |
| Mountain | +6 | -33 | 19 | 2,048 | +5 | +14 | 17 | 2,835 | 146 | 146 | 86 |
| Pacific | -11 | -48 | 40 | 8,844 | +55 | 0 | 28 | 12,944 | 219 | 120 | 106 |
| Miscellaneous | +8 | -2 | 12 | 2,878 | -19 | +1 | 6 | 1,885 | 282 | 263 | 236 |

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a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Insufficient data to show separately.

c Not affiliated with voluntary or cooperative groups.

d Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

Ref

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
ROY V. PEEL, Director

FOR RELEASE
APRIL 3, 1950

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### FEBRUARY 1950

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,871 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales in February registered a gain of 4 percent over the previous month but dropped slightly (1%) below February sales a year ago. Cumulative sales for the first two months of 1950 were 2 percent lower than in the corresponding period in 1949.

Regionally, the Pacific area reported a decline of 3 percent from January 1950 sales, while all other geographic divisions experienced gains, ranging from 1 percent in the New England and East North Central divisions to 8 percent in the West North Central division. While the Mountain division indicated a gain of 4 percent over February 1949, all other regions ranged within the narrow limits of +2 and -2 percent, when compared with sales a year ago.

Most trades followed their normal seasonal pattern. Clothing and furnishings (55%), electrical appliances and specialties (45%), farm supplies (30%) and jewelry (26%) reported the most substantial seasonal advances, while coal (32%), surgical and medical equipment and supplies (24%), drugs (12%) and fresh fruits and vegetables (12%) experienced the heaviest declines. Although year-to-year sales trends ranged from an increase of 33 percent in electrical appliances and specialties to a decrease of 43 percent in coal, most trades showed only small changes from their sales levels of last year.

INVENTORIES

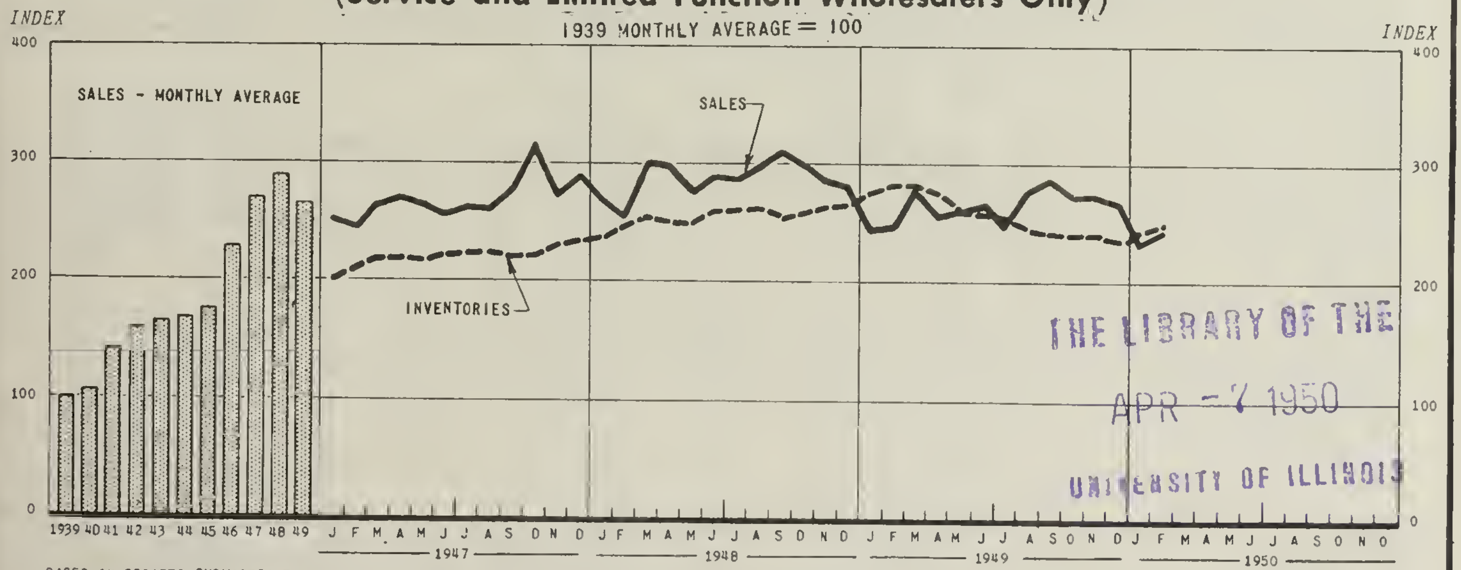
Wholesalers inventories at the end of February rose slightly (1%) over January 1950, but were 11 percent below the dollar value of stocks on hand last February. According to reports of 2,878 establishments reporting inventories in conjunction with sales, the February stock-sales ratio of 164 was 4 points below the previous month and 18 points lower than a year ago.

All geographic divisions indicated declines in inventories as compared with a year ago, but only the Pacific region showed a decline, 4 percent, from the previous month. By trades, machinery equipment and supplies, surgical and medical equipment and supplies, clothing and furnishings, farm supplies, drugs, grocery specialty lines and wines and spirits were above their inventory level of February 1949, while 31 other trades covered by this report showed reduced inventories, ranging from a decline of 2 percent for tobacco to 69 percent for coal.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, February sales of independent retail stores dropped 4 percent below the previous month but were 4 percent higher than February 1949 sales. Cumulative sales for the first two months of 1950 were 3 percent above the same period last year.

TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)
1939 MONTHLY AVERAGE = 100



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APR - 7 1950
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BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION FEBRUARY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1950 panel | | Percent change | | February 1950 panel | | | | |
| | Feb. 1950 from Feb. 1949 | Feb. 1950 from Jan. 1950 | 2 mo. 1950 from 2 mo. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1950 from Feb. 1949 | Feb. 1950 from Jan. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1950 | Feb. 1949 | Jan. 1950 |
| United States total | -1 | +4 | -2 | 3,871 | $634,734 | -11 | +1 | 2,878 | $831,924 | 164 | 182 | 168 |
| New England | +2 | +1 | 0 | 245 | 25,883 | -15 | +4 | 179 | 30,608 | 157 | 188 | 152 |
| Middle Atlantic | -2 | +2 | -2 | 701 | 119,135 | -8 | +1 | 475 | 117,099 | 140 | 147 | 140 |
| East North Central | 0 | +1 | -1 | 724 | 102,940 | -13 | +2 | 553 | 125,789 | 145 | 171 | 148 |
| West North Central | +1 | +8 | -1 | 422 | 80,664 | -11 | +4 | 337 | 116,504 | 178 | 201 | 183 |
| South Atlantic | -2 | +6 | -3 | 487 | 68,060 | -10 | 0 | 367 | 84,680 | 150 | 163 | 159 |
| East South Central | 0 | +5 | -3 | 190 | 23,109 | -7 | +3 | 139 | 31,271 | 169 | 179 | 173 |
| West South Central | -1 | +4 | -2 | 328 | 53,098 | -13 | +1 | 252 | 76,557 | 173 | 197 | 179 |
| Mountain | +4 | +4 | +3 | 185 | 18,666 | -7 | +5 | 144 | 30,138 | 192 | 213 | 190 |
| Pacific | -1 | -3 | -2 | 395 | 76,157 | -12 | -4 | 264 | 107,190 | 187 | 213 | 195 |
| Automotive supplies | +1 | +4 | -2 | 236 | 12,786 | -11 | +1 | 136 | 14,845 | 303 | 302 | 286 |
| New England | -31 | -7 | -28 | 8 | 243 | c | c | c | c | c | c | c |
| Middle Atlantic | -14 | -10 | -14 | 36 | 579 | -8 | +5 | 32 | 1,738 | 359 | 328 | 297 |
| East North Central | -1 | +3 | -3 | 53 | 2,625 | -9 | 0 | 40 | 4,213 | 231 | 242 | 238 |
| West North Central | -1 | +9 | -5 | 39 | 2,966 | -4 | +3 | 15 | 1,971 | 378 | 349 | 326 |
| South Atlantic | +20 | +8 | +12 | 19 | 1,820 | -5 | 0 | 12 | 1,216 | 318 | 305 | 292 |
| South Central | +6 | -1 | +7 | 13 | 866 | -20 | +8 | 10 | 1,284 | 296 | 352 | 243 |
| Mountain | -7 | -5 | 0 | 18 | 795 | -4 | -16 | 10 | 1,042 | 291 | 277 | 330 |
| Pacific | +5 | +7 | -1 | 50 | 2,892 | -18 | +2 | 14 | 3,009 | 370 | 378 | 341 |
| Electrical group, total | +4 | +20 | +1 | 625 | 116,431 | -34 | +3 | 555 | 132,143 | 124 | 192 | 143 |
| Full-line wholesalers | 0 | +17 | -3 | 408 | 88,407 | -36 | +3 | 401 | 111,657 | 127 | 197 | 145 |
| New England | +3 | +4 | +3 | 33 | 4,905 | -43 | +4 | 33 | 6,732 | 137 | 247 | 137 |
| Middle Atlantic | -6 | +10 | -3 | 51 | 13,588 | -38 | +1 | 48 | 14,489 | 113 | 173 | 122 |
| East North Central | +2 | +18 | -1 | 76 | 21,641 | -35 | +2 | 76 | 26,401 | 119 | 185 | 138 |
| West North Central | -10 | +21 | -14 | 40 | 8,628 | -38 | +2 | 40 | 11,162 | 129 | 187 | 153 |
| South Atlantic | +3 | +23 | -1 | 59 | 11,391 | -32 | +7 | 57 | 14,367 | 130 | 199 | 150 |
| East South Central | +3 | +26 | -1 | 26 | 4,070 | -24 | +10 | 25 | 5,298 | 133 | 179 | 152 |
| West South Central | -5 | +24 | -9 | 45 | 8,777 | -37 | -2 | 45 | 11,216 | 128 | 191 | 162 |
| Mountain | +6 | +16 | +3 | 29 | 3,131 | -23 | +10 | 29 | 4,684 | 150 | 206 | 158 |
| Pacific | +7 | +13 | +2 | 49 | 12,276 | -37 | +1 | 48 | 17,308 | 142 | 241 | 159 |
| Wiring supplies, construction materials distributors | -11 | +2 | -13 | 119 | 6,214 | -13 | +1 | 79 | 6,643 | 144 | 145 | 150 |
| New England | -12 | -4 | -17 | 13 | 404 | -4 | -2 | 5 | 242 | 205 | 193 | 167 |
| Middle Atlantic | -13 | +3 | -17 | 31 | 1,089 | -6 | +1 | 20 | 1,370 | 152 | 141 | 166 |
| East North Central | -10 | -6 | -5 | 24 | 1,438 | -10 | +3 | 17 | 1,651 | 170 | 170 | 155 |
| West North Central | -11 | -1 | -12 | 8 | 696 | +13 | +5 | 6 | 765 | 192 | 141 | 170 |
| South Atlantic | -5 | +20 | -15 | 18 | 1,486 | -30 | +1 | 12 | 1,005 | 77 | 108 | 96 |
| South Central | -31 | -4 | -25 | 9 | 409 | -16 | -2 | 7 | 684 | 207 | 152 | 202 |
| Mountain | -29 | -22 | -14 | 6 | 258 | c | c | c | c | c | c | c |
| Pacific | +21 | +17 | +6 | 10 | 434 | -20 | -3 | 9 | 694 | 162 | 249 | 197 |
| Appliances and specialties wholesalers | +33 | +45 | +29 | 98 | 21,810 | -26 | +3 | 75 | 13,843 | 96 | 177 | 126 |
| New England | +78 | +16 | +68 | 13 | 1,758 | -18 | +10 | 11 | 1,283 | 80 | 179 | 85 |
| Middle Atlantic | +23 | +58 | +22 | 22 | 9,774 | -39 | +2 | 11 | 2,290 | 64 | 133 | 85 |
| East North Central | +55 | +13 | +51 | 13 | 1,334 | -29 | +8 | 8 | 996 | 102 | 234 | 110 |
| West North Central | +19 | +41 | +15 | 14 | 2,145 | -22 | +10 | 12 | 2,980 | 141 | 217 | 183 |
| South Atlantic | +26 | +47 | +22 | 17 | 3,021 | -27 | -3 | 16 | 2,749 | 107 | 174 | 161 |
| South Central | +42 | +87 | +6 | 6 | 1,071 | -14 | +12 | 5 | 1,179 | 111 | 185 | 187 |
| Mountain | +31 | +50 | +33 | 6 | 627 | -17 | -13 | 6 | 923 | 147 | 233 | 254 |
| Pacific | +82 | +28 | +62 | 7 | 2,080 | -20 | +5 | 6 | 1,443 | 73 | 172 | 90 |
| Furniture and house furnishings | +10 | +10 | +12 | 62 | 12,520 | -5 | +7 | 46 | 19,670 | 183 | 223 | 193 |
| New England | +13 | +34 | +16 | 4 | 621 | c | c | c | c | c | c | c |
| Middle Atlantic | -10 | -4 | -5 | 15 | 2,194 | +20 | +10 | 11 | 3,258 | 202 | 166 | 185 |
| East North Central | +5 | +28 | +6 | 4 | 889 | c | c | c | c | c | c | c |
| West North Central | +18 | +16 | +14 | 6 | 3,351 | -19 | +14 | 6 | 6,276 | 187 | 275 | 192 |
| South Atlantic | -13 | +43 | -13 | 5 | 662 | c | c | c | c | c | c | c |
| South Central | +33 | +17 | +37 | 10 | 1,491 | -1 | 0 | 10 | 2,442 | 164 | 220 | 190 |
| Mountain | +30 | -12 | +34 | 7 | 804 | +13 | -4 | 5 | 1,481 | 273 | 307 | 307 |
| Pacific | +15 | +4 | +17 | 11 | 2,508 | -8 | -1 | 9 | 3,960 | 165 | 208 | 173 |
| Hardware | 0 | +5 | -3 | 132 | 40,876 | -8 | +6 | 105 | 95,613 | 278 | 305 | 276 |
| Middle Atlantic | -7 | +1 | -4 | 26 | 5,697 | -5 | +8 | 19 | 10,359 | 214 | 213 | 204 |
| East North Central | +9 | +15 | +3 | 17 | 8,090 | -11 | +5 | 16 | 18,388 | 234 | 285 | 253 |
| West North Central | -5 | +11 | -7 | 16 | 8,267 | -8 | +10 | 15 | 21,431 | 305 | 315 | 309 |
| South Atlantic | +5 | -6 | +1 | 25 | 5,267 | -5 | -3 | 21 | 12,139 | 252 | 285 | 247 |
| East South Central | +6 | 0 | -7 | 8 | 1,866 | +7 | +6 | 6 | 4,024 | 275 | 269 | 263 |
| West South Central | +7 | 0 | +6 | 15 | 4,351 | -9 | +5 | 9 | 6,787 | 246 | 301 | 233 |
| Mountain | +1 | +16 | -2 | 6 | 1,360 | c | c | c | c | c | c | c |
| Pacific | -8 | +3 | -11 | 16 | 5,775 | -13 | +6 | 13 | 19,131 | 386 | 417 | 379 |
| Industrial supplies | -17 | +3 | -17 | 65 | 8,414 | -16 | -3 | 50 | 17,228 | 261 | 256 | 269 |
| New England | -4 | -3 | -5 | 7 | 511 | -2 | +8 | 6 | 1,869 | 404 | 403 | 361 |
| Middle Atlantic | -31 | +3 | -37 | 16 | 957 | -22 | 0 | 9 | 1,254 | 188 | 186 | 189 |
| East North Central | +4 | 0 | -9 | 9 | 584 | -8 | +3 | 7 | 618 | 270 | 315 | 245 |
| West North Central | +2 | +19 | -8 | 7 | 530 | -6 | +5 | 6 | 1,189 | 281 | 298 | 314 |
| South Atlantic | -26 | -16 | -24 | 9 | 611 | -7 | -3 | 8 | 1,711 | 288 | 225 | 247 |
| South Central | -22 | -1 | -17 | 8 | 3,424 | -17 | -11 | 7 | 6,659 | 259 | 235 | 268 |
| Pacific | -9 | +19 | -11 | 9 | 1,797 | -24 | +2 | 7 | 3,928 | 237 | 288 | 280 |
| Jewelry | -12 | +26 | -14 | 150 | 4,723 | -9 | +2 | 82 | 9,160 | 290 | 292 | 367 |
| New England | -4 | +17 | -14 | 6 | 216 | c | c | c | c | c | c | c |
| Middle Atlantic | -5 | +17 | -10 | 44 | 1,331 | -11 | +4 | 19 | 2,497 | 268 | 307 | 318 |
| East North Central | -9 | +41 | -13 | 38 | 1,196 | -11 | 0 | 20 | 2,002 | 222 | 234 | 313 |
| West North Central | -12 | +33 | -11 | 14 | 633 | +4 | +3 | 11 | 1,890 | 333 | 307 | 441 |
| South Atlantic | -9 | +32 | -14 | 8 | 229 | -15 | +1 | 4 | 333 | 203 | 212 | 275 |
| South Central | -16 | +10 | -19 | 7 | 206 | -17 | +6 | 6 | 848 | 428 | 433 | 436 |
| Pacific | -26 | +21 | -23 | 30 | 886 | -13 | -3 | 18 | 1,487 | 392 | 311 | 478 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION FEBRUARY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1950 panel | | Percent change | | February 1950 panel | | | | |
| | Feb. 1950 from Feb. 1949 | Feb. 1950 from Jan. 1950 | 2 mo. 1950 from 2 mo. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1950 from Feb. 1949 | Feb. 1950 from Jan. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1950 | Feb. 1949 | Jan. 1950 |
| Lumber and building materials | +19 | +3 | +14 | 62 | $9,500 | -6 | +3 | 40 | $10,527 | 156 | 196 | 157 |
| Middle Atlantic | -4 | -12 | -5 | 13 | 1,561 | +2 | -3 | 5 | 961 | 96 | 82 | 82 |
| East North Central | +20 | +2 | +10 | 12 | 1,026 | -17 | -4 | 8 | 1,022 | 134 | 217 | 151 |
| West North Central | +30 | +15 | +23 | 7 | 2,040 | -11 | +6 | 5 | 3,111 | 176 | 241 | 184 |
| South Atlantic | +25 | +4 | +18 | 8 | 1,271 | -3 | 0 | 6 | 1,110 | 151 | 219 | 160 |
| East South Central | +11 | +6 | +7 | 4 | 609 | c | c | c | c | c | c | c |
| Pacific | +27 | -2 | +21 | 10 | 1,733 | +12 | -7 | 8 | 1,949 | 160 | 176 | 177 |
| Machinery equipment, supplies (except electrical) | +5 | -1 | +4 | 49 | 6,484 | +9 | +2 | 34 | 11,969 | 213 | 214 | 207 |
| New England | +5 | -4 | 0 | 5 | 353 | +1 | +2 | 4 | 905 | 329 | 343 | 296 |
| Middle Atlantic | -28 | -5 | -26 | 8 | 722 | -8 | +6 | 4 | 960 | 230 | 180 | 203 |
| East North Central | -8 | -15 | -7 | 11 | 630 | -4 | +4 | 9 | 1,116 | 182 | 174 | 148 |
| South Atlantic | -24 | -10 | -23 | 8 | 755 | -5 | +1 | 5 | 1,491 | 293 | 196 | 254 |
| Pacific | 0 | +8 | -6 | 7 | 397 | 0 | +2 | 4 | 1,269 | 542 | 836 | 667 |
| Metals | 0 | +2 | -5 | 24 | 6,691 | -8 | +3 | 21 | 10,451 | 159 | 173 | 159 |
| Optical goods | -8 | -4 | -2 | 12 | 259 | -19 | +5 | 6 | 162 | 132 | 170 | 123 |
| Paints and varnishes | -10 | +1 | -16 | 54 | 3,828 | -15 | 0 | 47 | 13,505 | 363 | 388 | 366 |
| Plumbing and heating supplies | -13 | +1 | -15 | 84 | 7,504 | -11 | +9 | 62 | 13,287 | 210 | 210 | 198 |
| New England | 0 | -20 | -4 | 7 | 235 | c | c | c | c c | c | c | c |
| Middle Atlantic | -9 | -11 | -7 | 17 | 729 | +1 | +10 | 9 | 1,183 | 253 | 212 | 202 |
| East North Central | -8 | -1 | -10 | 14 | 891 | +1 | +9 | 12 | 1,932 | 247 | 225 | 225 |
| West North Central | -5 | -1 | -12 | 11 | 780 | -13 | +5 | 9 | 1,626 | 227 | 245 | 218 |
| Pacific | -40 | -2 | -40 | 4 | 526 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +5 | -4 | +7 | 25 | 659 | -14 | -5 | 19 | 1,571 | 339 | 393 | 325 |
| Middle Atlantic | +21 | -4 | +29 | 6 | 233 | c | c | c | c | c | c | c |
| South Atlantic | +1 | -23 | +5 | 4 | 90 | +7 | +3 | 5 | 457 | 444 | 333 | 282 |
| Pacific | +23 | +14 | +4 | 6 | 117 | -18 | -3 | 5 | 341 | 299 | 474 | 350 |
| Surgical, medical, equipment, suppplies | +12 | -24 | +27 | 28 | 3,329 | +9 | -1 | 24 | 3,649 | 118 | 123 | 90 |
| Beer | +2 | +2 | +3 | 45 | 2,075 | -8 | +9 | 38 | 741 | 38 | 42 | 35 |
| Middle Atlantic | +2 | +2 | +4 | 9 | 292 | +21 | +18 | 7 | 97 | 34 | 28 | 29 |
| East North Central | -3 | 0 | -2 | 13 | 420 | +5 | +8 | 12 | 200 | 50 | 46 | 46 |
| West North Central | +10 | +4 | +10 | 6 | 799 | -15 | +18 | 5 | 87 | 11 | 15 | 10 |
| South Atlantic | -6 | -4 | -6 | 6 | 287 | -8 | +18 | 5 | 188 | 73 | 80 | 60 |
| Pacific | -4 | +11 | +2 | 5 | 196 | -17 | +2 | 4 | 131 | 71 | 82 | 77 |
| Chemicals, industrial | +11 | -5 | +10 | 14 | 1,363 | -4 | -4 | 10 | 1,243 | 114 | 137 | 115 |
| Clothing and furnishings (except shoes) | -7 | +55 | -7 | 26 | 3,694 | +15 | +1 | 15 | 2,458 | 160 | 160 | 205 |
| Coal | -43 | -32 | -30 | 9 | 3,787 | -69 | -25 | 4 | 1,595 | 60 | 163 | 66 |
| Confectionery | -3 | +1 | -5 | 46 | 1,260 | -6 | -2 | 27 | 896 | 104 | 108 | 107 |
| Middle Atlantic | -1 | -2 | -1 | 7 | 188 | c | c | c | c | c | c | c |
| East North Central | -14 | 0 | -16 | 6 | 127 | -13 | -2 | 4 | 62 | 119 | 120 | 124 |
| South Atlantic | -2 | -6 | +1 | 13 | 237 | -1 | +1 | 7 | 199 | 121 | 120 | 111 |
| East South Central | -7 | -2 | -10 | 8 | 150 | -20 | +6 | 4 | 33 | 89 | 114 | 72 |
| Dairy and poultry products | 0 | -10 | -1 | 25 | 5,135 | -3 | -11 | 17 | 1,589 | 37 | 37 | 38 |
| Drugs and sundries (liquor excluded) | +4 | -12 | +5 | 184 | 44,939 | +2 | +1 | 140 | 66,656 | 187 | 191 | 164 |
| New England | +2 | -13 | +4 | 12 | 2,027 | +2 | 0 | 10 | 3,144 | 203 | 200 | 176 |
| Middle Atlantic | +5 | -14 | +6 | 25 | 7,860 | 0 | 0 | 19 | 8,753 | 173 | 176 | 150 |
| East North Central | +2 | -10 | +3 | 26 | 7,442 | -1 | 0 | 19 | 9,356 | 163 | 168 | 146 |
| West North Central | +3 | -11 | +7 | 20 | 5,183 | +1 | +3 | 18 | 8,539 | 187 | 191 | 160 |
| South Atlantic | +11 | -7 | +7 | 28 | 5,372 | +3 | -1 | 22 | 7,482 | 181 | 201 | 172 |
| East South Central | +4 | -6 | +2 | 15 | 2,876 | +1 | +3 | 11 | 4,316 | 187 | 193 | 171 |
| West South Central | +10 | -9 | +8 | 27 | 6,244 | +3 | +3 | 22 | 10,860 | 209 | 224 | 186 |
| Mountain | +7 | -11 | +9 | 11 | 1,991 | +2 | +1 | 9 | 3.795 | 198 | 208 | 174 |
| Pacific | -4 | -19 | 0 | 20 | 5,944 | +3 | -3 | 16 | 10,411 | 198 | 187 | 165 |
| Dry goods | -2 | -1 | -1 | 167 | 34,596 | -7 | +4 | 131 | 72,005 | 244 | 251 | 237 |
| New England | -14 | -2 | -10 | 10 | 682 | +8 | +7 | 8 | 1,149 | 198 | 163 | 183 |
| Middle Atlantic | +10 | -3 | +4 | 41 | 6,161 | +10 | +7 | 26 | 9,229 | 250 | 223 | 234 |
| East North Central | +4 | +2 | +6 | 13 | 1,896 | +12 | +6 | 13 | 4,810 | 254 | 235 | 243 |
| West North Central | -2 | +4 | +6 | 10 | 5,381 | +3 | +11 | 9 | 13,079 | 244 | 233 | 230 |
| South Atlantic | -7 | +12 | -5 | 23 | 2,334 | +3 | +5 | 18 | 5,364 | 265 | 236 | 277 |
| East South Central | -12 | -10 | -6 | 16 | 1,380 | +13 | +4 | 10 | 2,924 | 276 | 224 | 245 |
| West South Central | +2 | -3 | -8 | 12 | 1,350 | +10 | +10 | 12 | 3,684 | 273 | 252 | 242 |
| Mountain | +14 | +17 | +5 | 6 | 389 | +15 | +9 | 5 | 1,096 | 304 | 306 | 344 |
| Pacific | +9 | -7 | +8 | 24 | 4,144 | -7 | -2 | 18 | 6,942 | 300 | 381 | 335 |
| Farm supplies | -3 | +30 | -4 | 20 | 4,945 | +19 | -4 | 8 | 789 | 84 | 69 | 81 |
| Fresh fruits and vegetables | -8 | -12 | -8 | 63 | 3,258 | -7 | +4 | 40 | 744 | 37 | 36 | 35 |
| New England | -13 | -5 | -13 | 9 | 298 | +26 | +2 | 8 | 44 | 20 | 14 | 18 |
| Middle Atlantic | -9 | -12 | -8 | 17 | 1,018 | +46 | -7 | 10 | 186 | 30 | 20 | 33 |
| East North Central | -8 | -13 | +1 | 14 | 609 | -7 | -2 | 8 | 153 | 48 | 49 | 50 |
| West North Central | -11 | -11 | -4 | 4 | 178 | -1 | +3 | 4 | 137 | 77 | 69 | 66 |
| South Atlantic | -2 | -7 | +1 | 7 | 295 | +17 | -20 | 4 | 28 | 15 | 13 | 16 |
| East South Central | -7 | -6 | -12 | 5 | 266 | c | c | c | c | c | c | c |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1950 panel | | Percent change | | February 1950 panel | | | | |
| | Feb. 1950 from Feb. 1949 | Feb. 1950 from Jan. 1950 | 2 mo. 1950 from 2 mo. 1949[b] | No. of estab-lishments report-ing | Reported dollar values (add 000) | Feb. 1950 from Feb. 1949 | Feb. 1950 from Jan. 1950 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Feb. 1950 | Feb. 1949 | Jan. 1950 |
| Groceries, total | 0 | -5 | -2 | 718 | $104,387 | -3 | 0 | 524 | $121,905 | 160 | 164 | 153 |
| Non-affiliated full-line wholesalers[d] | +1 | -4 | -2 | 475 | 53,985 | -4 | +1 | 354 | 66,984 | 157 | 166 | 151 |
| New England | -6 | -12 | -5 | 7 | 1,144 | +2 | +8 | 4 | 2,167 | 228 | 208 | 182 |
| Middle Atlantic | +3 | -1 | -1 | 26 | 3,695 | -12 | 0 | 16 | 4,027 | 134 | 160 | 137 |
| East North Central | +2 | -5 | +4 | 140 | 10,847 | +6 | +2 | 113 | 15,081 | 169 | 164 | 158 |
| West North Central | +14 | +4 | +8 | 77 | 10,647 | -4 | -2 | 67 | 14,680 | 150 | 180 | 163 |
| South Atlantic | -1 | -6 | -17 | 64 | 5,942 | -1 | +4 | 36 | 5,700 | 148 | 152 | 133 |
| East South Central | 0 | +1 | -5 | 34 | 3,066 | -11 | 0 | 26 | 3,536 | 144 | 160 | 144 |
| West South Central | -5 | -3 | -4 | 93 | 11,885 | -8 | +4 | 70 | 14,495 | 156 | 158 | 147 |
| Mountain | -14 | -12 | -14 | 20 | 1,504 | -12 | +4 | 17 | 2,324 | 174 | 168 | 144 |
| Pacific | +2 | -13 | +1 | 14 | 5,255 | -4 | +1 | 5 | 4,974 | 166 | 165 | 142 |
| Voluntary-group wholesalers | -1 | -5 | -2 | 132 | 31,095 | -6 | 0 | 104 | 35,036 | 163 | 168 | 153 |
| New England | +9 | +4 | 0 | 9 | 2,246 | -2 | +5 | 6 | 1,206 | 147 | 159 | 139 |
| Middle Atlantic | +2 | -6 | 0 | 39 | 9,094 | -7 | -8 | 25 | 5,858 | 145 | 161 | 148 |
| East North Central | -2 | -8 | -3 | 33 | 6,459 | -4 | +5 | 28 | 8,163 | 151 | 153 | 130 |
| West North Central | -5 | +4 | -8 | 24 | 5,106 | -2 | +2 | 24 | 10,637 | 208 | 202 | 213 |
| South Atlantic | -2 | -3 | +2 | 10 | 1,471 | -11 | -2 | 5 | 848 | 139 | 146 | 131 |
| Pacific | -5 | -12 | -5 | 5 | 4,778 | -12 | -12 | 4 | 4,685 | 111 | 116 | 112 |
| Retailer-cooperative warehouses | +2 | -9 | +1 | 19 | 7,805 | -12 | -1 | 13 | 5,064 | 132 | 152 | 120 |
| Specialty lines wholesalers | -6 | -10 | -7 | 92 | 11,502 | +12 | -4 | 53 | 13,821 | 182 | 151 | 178 |
| New England | -1 | -20 | +1 | 5 | 110 | c | c | c | c | c | c | c |
| Middle Atlantic | 0 | -19 | +3 | 22 | 3,095 | -6 | +11 | 11 | 1,976 | 111 | 137 | 86 |
| East North Central | +15 | -3 | +7 | 10 | 673 | +9 | +1 | 5 | 186 | 70 | 68 | 65 |
| South Atlantic | +4 | +1 | +1 | 25 | 1,728 | -5 | 0 | 15 | 1,678 | 126 | 141 | 133 |
| East South Central | +15 | -4 | +9 | 5 | 487 | c | c | c | c | c | c | c |
| West South Central | -5 | -4 | -21 | 5 | 269 | c | c | c | c | c | c | c |
| Pacific | -16 | -9 | -16 | 15 | 4,846 | +21 | -8 | 11 | 9,044 | 260 | 168 | 264 |
| Leather and shoe findings | -8 | -5 | -9 | 30 | 327 | -8 | -1 | 13 | 883 | 510 | 508 | 471 |
| Middle Atlantic | -11 | -18 | -10 | 8 | 41 | c | c | c | c | c | c | c |
| East North Central | -14 | -10 | -14 | 5 | 38 | c | c | c | c | c | c | c |
| West North Central | +9 | +24 | +12 | 5 | 36 | c | c | c | c | c | c | c |
| Pacific | -9 | -1 | -12 | 6 | 160 | c | c | c | c | c | c | c |
| Meats and meat products | -5 | +8 | -7 | 50 | 36,099 | -17 | +3 | 43 | 20,854 | 65 | 73 | 69 |
| Middle Atlantic | -7 | -2 | -10 | 11 | 3,422 | -3 | +7 | 11 | 1,686 | 49 | 47 | 45 |
| East North Central | +2 | +1 | -2 | 13 | 7,379 | -18 | -1 | 12 | 4,059 | 58 | 74 | 60 |
| South Atlantic | -7 | +1 | -8 | 4 | 349 | c | c | c | c | c | c | c |
| Pacific | -1 | -6 | -5 | 5 | 3,011 | -26 | -11 | 4 | 542 | 33 | 25 | 33 |
| Paper and its products | +4 | -7 | +3 | 60 | 7,277 | -5 | +2 | 35 | 6,251 | 142 | 160 | 131 |
| New England | -12 | -5 | -11 | 5 | 207 | +1 | 0 | 4 | 343 | 286 | 268 | 258 |
| Middle Atlantic | +12 | -8 | +6 | 18 | 1,843 | -4 | +6 | 10 | 1,065 | 101 | 125 | 95 |
| East North Central | +1 | -8 | +2 | 19 | 3,670 | -10 | -2 | 12 | 2,649 | 116 | 132 | 108 |
| West North Central | -5 | -10 | +1 | 4 | 245 | c | c | c | c | c | c | c |
| South Atlantic | +7 | -3 | +2 | 6 | 465 | c | c | c | c | c | c | c |
| Pacific | +6 | -3 | +2 | 4 | 497 | c | c | c | c | c | c | c |
| Petroleum | +1 | +17 | -5 | 27 | 3,274 | -3 | -6 | 27 | 3,012 | 92 | 96 | 115 |
| Shoes and other footwear | -7 | +3 | -4 | 28 | 23,432 | -5 | -1 | 21 | 53,924 | 236 | 229 | 244 |
| Tobacco products | -3 | -1 | -4 | 286 | 33,134 | -2 | -1 | 170 | 14,859 | 69 | 68 | 68 |
| New England | 0 | +2 | -1 | 25 | 2,613 | 0 | -1 | 14 | 584 | 61 | 61 | 62 |
| Middle Atlantic | -5 | +1 | -5 | 64 | 11,299 | -1 | +2 | 44 | 7,110 | 79 | 76 | 78 |
| East North Central | -2 | -3 | -8 | 59 | 6,509 | -3 | -5 | 32 | 2,366 | 62 | 63 | 63 |
| West North Central | -2 | -7 | -3 | 38 | 3,458 | -1 | -7 | 26 | 1,786 | 72 | 72 | 71 |
| South Atlantic | -3 | 0 | -5 | 20 | 3,078 | +1 | -2 | 18 | 1,341 | 48 | 45 | 48 |
| East South Central | +7 | +8 | -3 | 14 | 1,367 | +6 | -1 | 9 | 490 | 61 | 60 | 61 |
| West South Central | +5 | -1 | +5 | 28 | 1,966 | -5 | -2 | 11 | 552 | 73 | 78 | 72 |
| Mountain | +4 | -7 | +7 | 17 | 781 | -23 | 0 | 6 | 284 | 80 | 103 | 72 |
| Pacific | -9 | +2 | -5 | 21 | 2,063 | -6 | -2 | 10 | 346 | 54 | 60 | 55 |
| Wines and spirits[e] | -6 | +7 | -8 | 321 | 71,264 | +4 | -7 | 267 | 90,797 | 155 | 141 | 175 |
| New England | +2 | +15 | -1 | 29 | 3,704 | +11 | +9 | 23 | 4,897 | 177 | 161 | 183 |
| Middle Atlantic | -9 | +10 | -8 | 49 | 19,372 | +1 | -3 | 45 | 26,786 | 172 | 143 | 179 |
| East North Central | +1 | +1 | -2 | 55 | 10,419 | +1 | -3 | 44 | 13,689 | 163 | 164 | 171 |
| West North Central | -4 | +4 | -5 | 30 | 5,372 | +9 | -9 | 25 | 5,234 | 149 | 130 | 164 |
| South Atlantic | -14 | +9 | -12 | 50 | 12,309 | +4 | -7 | 46 | 14,474 | 126 | 105 | 148 |
| East South Central | -15 | -3 | -15 | 16 | 2,376 | -1 | 0 | 14 | 3,373 | 166 | 143 | 161 |
| West South Central | +1 | +29 | -13 | 37 | 7,427 | -17 | -2 | 29 | 10,777 | 160 | 200 | 213 |
| Mountain | +10 | -1 | +6 | 18 | 1,815 | -6 | -1 | 16 | 2,367 | 148 | 167 | 146 |
| Pacific | -5 | -4 | -7 | 37 | 8,470 | +24 | -28 | 25 | 9,203 | 142 | 113 | 201 |
| Miscellaneous | +2 | -13 | +5 | 13 | 2,590 | -15 | +6 | 6 | 1,996 | 297 | 317 | 281 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

[a] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[b] Includes reports received too late for inclusion in previous monthly trends.

[c] Insufficient data to show separately.

[d] Not affiliated with voluntary or cooperative groups.

[e] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

Ref.

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
ROY V. PEEL, *Director*

For Release
May 1, 1950

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### MARCH 1950

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UNIVERSITY OF ILLINOIS

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,837 wholesale houses in various lines of trade.

SALES

March sales of wholesalers registered a higher than normal seasonal gain of 18 percent over the previous month. Compared with a year ago, March sales were up 2 percent—the first year-to-year increase to be experienced in 16 months (since November 1948). Cumulative sales during the first three months of 1950 were slightly lower (1%) than in the first quarter of 1949.

Regionally, the upward seasonal trend was reflected in all geographic divisions. Gains over February ranged from 11 percent in the West South Central region to 27 percent in the Pacific. While the West North Central and the West South Central divisions reported slight declines of 1 percent each, all other regions showed increases from 2 to 5 percent over sales a year ago.

All trades covered in this report indicated sales advances over the previous month, ranging from 2 to 62 percent. For most trades, these gains were seasonal. However, the coal trade, with the most substantial increase, 62 percent, experienced this gain contrary to its usual seasonal trend. While 19 trades reported March sales higher than a year ago, only 12 of these showed first quarter sales in excess of first quarter 1949. Electrical appliances and specialties, with an increase of 51 percent over March 1949, indicated the highest quarterly gain, 37 percent over first quarter 1949.

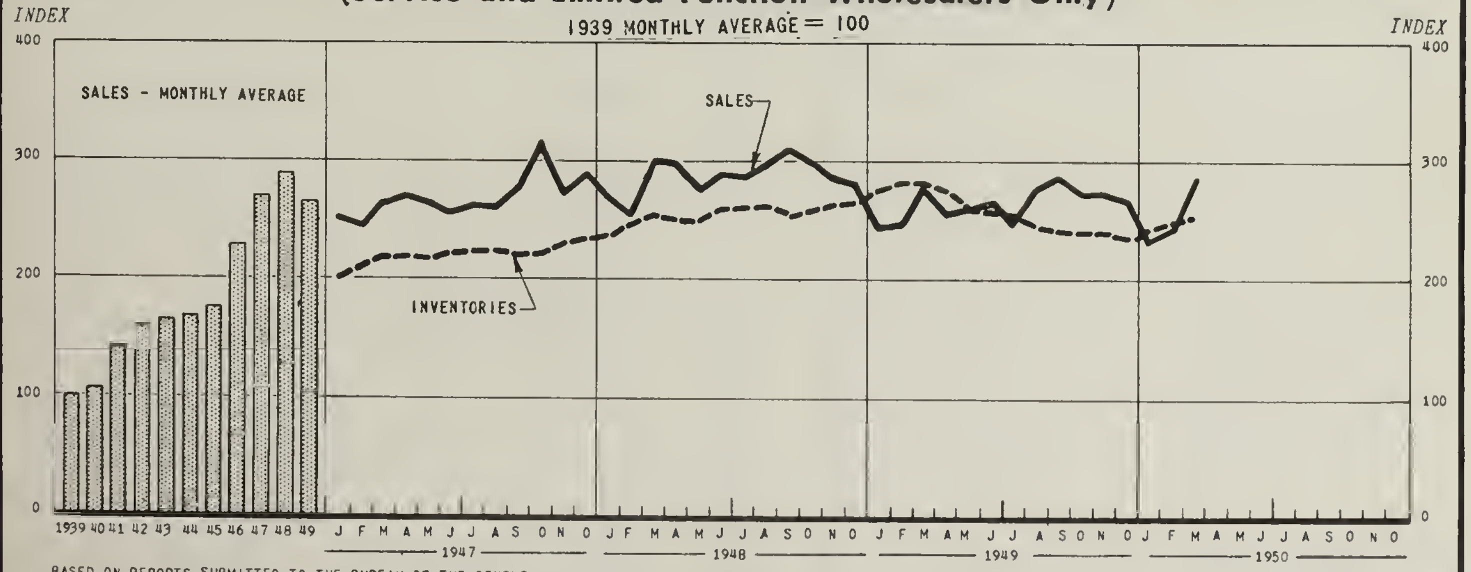
INVENTORIES

End-of-March inventories of wholesalers rose 3 percent over the February stock level, but were 9 percent below the dollar value of stocks on hand last March. According to reports of 2,865 establishments reporting inventories in conjuntion with sales, the March stock-sales ratio of 143 was 18 points below the previous month and 16 points lower than a year ago.

While all geographic divisions indicated higher stock levels than in February 1950, only the East South Central region showed an increase, 1 percent over March 1949. By trades, metals, coal, farm supplies, grocery specialty lines, meats and meat products and tobacco products reported lower stock levels than in February 1950, while 32 other trades showed increased inventories. Compared with a year ago, coal inventories showed the most substantial decline, while clothing and furnishings had the largest increase.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, March sales of independent retail stores jumped 23 percent over the previous month and were 5 percent higher than March 1949 sales. Sales during the first quarter of 1950 were 4 percent above the same period last year.



**TRENDS IN WHOLESALERS' SALES AND INVENTORIES**
**(Service and Limited Function Wholesalers Only)**

BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

40838

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## MARCH 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1950 panel | | Percent change | | March 1950 panel | | | | |
| | Mar. 1950 from Mar. 1949 | Mar. 1950 from Feb. 1950 | 3 mo. 1950 from 3 mo. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Mar. 1950 from Mar. 1949 | Mar. 1950 from Feb. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Mar. 1950 | Mar. 1949 | Feb. 1950 |
| United States total | +2 | +18 | -1 | 3,837 | $716,055 | -9 | +3 | 2,865 | $838,406 | 143 | 159 | 161 |
| New England | +4 | +22 | +2 | 236 | 30,287 | -11 | +1 | 177 | 30,285 | 131 | 155 | 160 |
| Middle Atlantic | +5 | +20 | 0 | 704 | 141,289 | -10 | +2 | 486 | 124,486 | 121 | 138 | 143 |
| East North Central | +3 | +17 | 0 | 755 | 123,824 | -10 | +3 | 576 | 133,133 | 130 | 149 | 145 |
| West North Central | -1 | +18 | -1 | 429 | 90,326 | -6 | +4 | 337 | 112,538 | 161 | 167 | 179 |
| South Atlantic | +5 | +16 | -2 | 481 | 76,549 | -9 | +4 | 361 | 84,181 | 134 | 153 | 149 |
| East South Central | +2 | +19 | -3 | 192 | 27,921 | +1 | +4 | 140 | 32,751 | 145 | 146 | 165 |
| West South Central | -1 | +11 | -2 | 341 | 59,939 | -4 | +7 | 265 | 81,231 | 165 | 172 | 171 |
| Mountain | +3 | +17 | +4 | 183 | 23,734 | -9 | 0 | 141 | 30,299 | 154 | 175 | 179 |
| Pacific | +5 | +27 | 0 | 427 | 96,354 | -9 | +7 | 293 | 115,402 | 158 | 183 | 187 |
| Automotive supplies | +1 | +12 | -1 | 253 | 15,077 | -10 | +1 | 156 | 16,860 | 262 | 280 | 293 |
| New England | +16 | +36 | -16 | 7 | 318 | c | c | c | c | c | c | c |
| Middle Atlantic | -7 | +15 | -11 | 38 | 755 | -8 | -2 | 35 | 1,954 | 287 | 288 | 338 |
| East North Central | +9 | +18 | +1 | 58 | 3,626 | -9 | +4 | 45 | 5,270 | 207 | 245 | 223 |
| West North Central | -8 | +7 | -7 | 43 | 3,501 | -1 | 0 | 19 | 2,759 | 304 | 263 | 340 |
| South Atlantic | +13 | +9 | +15 | 16 | 1,833 | -6 | +1 | 10 | 908 | 306 | 335 | 329 |
| South Central | +9 | +13 | +11 | 15 | 2,081 | -13 | +5 | 10 | 1,351 | 257 | 280 | 296 |
| Mountain | -23 | -4 | -8 | 14 | 643 | -26 | +3 | 6 | 566 | 264 | 238 | 234 |
| Pacific | -2 | +13 | -5 | 62 | 2,320 | -14 | 0 | 28 | 3,684 | 317 | 345 | 378 |
| Electrical group, total | +9 | +18 | +4 | 630 | 136,666 | -30 | +8 | 564 | 142,329 | 112 | 175 | 124 |
| Full-line wholesalers | +2 | +17 | -1 | 404 | 101,569 | -32 | +9 | 397 | 119,046 | 118 | 179 | 127 |
| New England | +17 | +30 | +8 | 32 | 6,133 | -40 | +1 | 32 | 6,633 | 108 | 213 | 139 |
| Middle Atlantic | +2 | +17 | -2 | 49 | 15,305 | -34 | +10 | 48 | 15,955 | 105 | 164 | 113 |
| East North Central | +3 | +13 | 0 | 78 | 24,366 | -32 | +7 | 77 | 27,617 | 114 | 174 | 119 |
| West North Central | -18 | +9 | -15 | 36 | 8,806 | -36 | +7 | 36 | 10,996 | 125 | 161 | 128 |
| South Atlantic | +7 | +19 | +2 | 61 | 13,735 | -29 | +6 | 59 | 15,660 | 117 | 177 | 132 |
| East South Central | +4 | +22 | +1 | 25 | 4,738 | -25 | +4 | 24 | 4,834 | 104 | 147 | 122 |
| West South Central | +1 | +20 | -5 | 45 | 10,561 | +36 | +28 | 44 | 14,102 | 136 | 176 | 128 |
| Mountain | -2 | +17 | +1 | 29 | 3,671 | -28 | +5 | 29 | 4,905 | 134 | 182 | 150 |
| Pacific | +7 | +16 | +4 | 49 | 14,254 | -37 | +7 | 48 | 18,344 | 129 | 219 | 141 |
| Wiring supplies, construction materials distributors | -3 | +14 | -9 | 126 | 7,392 | -12 | +1 | 87 | 7,335 | 129 | 142 | 147 |
| New England | -3 | -1 | -13 | 12 | 399 | +4 | +11 | 4 | 252 | 192 | 194 | 195 |
| Middle Atlantic | -9 | +14 | -13 | 37 | 1,413 | -7 | 0 | 22 | 1,443 | 143 | 146 | 158 |
| East North Central | +2 | +17 | -4 | 30 | 2,048 | -9 | -3 | 25 | 2,325 | 134 | 150 | 170 |
| West North Central | -10 | +9 | -14 | 7 | 778 | -4 | +2 | 5 | 746 | 166 | 148 | 178 |
| South Atlantic | -9 | +10 | -13 | 17 | 1,597 | -42 | -16 | 12 | 848 | 59 | 93 | 77 |
| South Central | -6 | +13 | -14 | 11 | 580 | -11 | +7 | 9 | 963 | 193 | 196 | 208 |
| Pacific | +45 | +14 | +14 | 8 | 288 | -14 | +4 | 7 | 411 | 145 | 250 | 161 |
| Appliances and specialties wholesalers | +51 | +21 | +37 | 100 | 27,705 | -21 | +4 | 80 | 15,948 | 78 | 159 | 98 |
| New England | +51 | +21 | +62 | 12 | 1,365 | -19 | +1 | 12 | 1,151 | 84 | 157 | 101 |
| Middle Atlantic | +42 | +16 | +30 | 23 | 12,230 | -35 | +3 | 13 | 5,508 | 59 | 142 | 79 |
| East North Central | +97 | +30 | +64 | 13 | 2,799 | -2 | +11 | 9 | 1,464 | 63 | 140 | 73 |
| West North Central | +33 | +17 | +20 | 15 | 2,927 | -15 | +3 | 14 | 3,567 | 123 | 183 | 139 |
| South Atlantic | +68 | +24 | +36 | 14 | 3,499 | -33 | +3 | 13 | 2,432 | 78 | 198 | 99 |
| South Central | +20 | +13 | +10 | 8 | 1,594 | -13 | +4 | 7 | 1,607 | 101 | 142 | 110 |
| Pacific | +101 | +44 | +76 | 12 | 3,163 | -3 | +6 | 9 | 1,867 | 62 | 139 | 85 |
| Furniture and house furnishings | +14 | +29 | +13 | 74 | 15,093 | 0 | +4 | 60 | 19,980 | 155 | 182 | 193 |
| Middle Atlantic | +12 | +25 | +1 | 15 | 2,746 | +17 | +1 | 11 | 3,305 | 161 | 156 | 202 |
| East North Central | -5 | +14 | +2 | 4 | 1,017 | c | c | c | c | c | c | c |
| South Atlantic | -15 | +21 | -14 | 5 | 803 | c | c | c | c | c | c | c |
| Mountain | +49 | +49 | +40 | 7 | 1,202 | +12 | -1 | 5 | 1,470 | 188 | 259 | 273 |
| Pacific | +27 | +32 | +21 | 12 | 3,402 | -10 | -2 | 10 | 4,137 | 127 | 181 | 171 |
| Hardware | 0 | +26 | -3 | 136 | 50,455 | -3 | +6 | 108 | 99,373 | 238 | 250 | 282 |
| New England | -10 | +24 | -6 | 4 | 478 | -20 | 0 | 4 | 1,661 | 347 | 387 | 432 |
| Middle Atlantic | -2 | +28 | -3 | 27 | 7,176 | 0 | +5 | 20 | 10,997 | 182 | 181 | 220 |
| East North Central | +10 | +20 | +5 | 20 | 10,142 | -6 | +14 | 18 | 21,383 | 223 | 267 | 237 |
| West North Central | -7 | +30 | -7 | 18 | 11,206 | -1 | +5 | 17 | 23,963 | 252 | 238 | 309 |
| South Atlantic | 0 | +15 | -7 | 23 | 4,702 | -1 | +9 | 19 | 10,359 | 248 | 260 | 263 |
| East South Central | -1 | +21 | -5 | 8 | 2,254 | +3 | 0 | 6 | 4,043 | 228 | 215 | 275 |
| West South Central | +5 | +15 | +5 | 15 | 4,988 | -3 | +3 | 9 | 7,006 | 227 | 253 | 247 |
| Mountain | +2 | +57 | 0 | 6 | 2,138 | c | c | c | c | c | c | c |
| Pacific | -2 | +42 | -8 | 15 | 7,371 | -6 | +3 | 12 | 17,715 | 286 | 303 | 395 |
| Industrial supplies | -9 | +17 | -14 | 75 | 10,620 | -15 | +2 | 55 | 17,913 | 219 | 251 | 260 |
| New England | +4 | +22 | -2 | 9 | 718 | +28 | +6 | 8 | 2,259 | 345 | 279 | 395 |
| Middle Atlantic | -23 | +15 | -31 | 19 | 1,245 | -20 | +3 | 12 | 1,377 | 162 | 172 | 182 |
| East North Central | -12 | +18 | -10 | 10 | 934 | -10 | -1 | 7 | 613 | 193 | 235 | 272 |
| West North Central | +2 | +22 | -5 | 8 | 712 | -9 | -2 | 5 | 894 | 232 | 215 | 259 |
| South Atlantic | -6 | +21 | -17 | 9 | 738 | -10 | -2 | 8 | 1,676 | 230 | 242 | 288 |
| South Central | -16 | +12 | -17 | 9 | 3,876 | -20 | +6 | 7 | 7,045 | 228 | 266 | 259 |
| Pacific | +9 | +24 | -4 | 11 | 2,397 | -25 | -3 | 8 | 4,049 | 188 | 272 | 243 |
| Jewelry | -10 | +22 | -13 | 155 | 5,794 | -9 | +5 | 91 | 12,017 | 291 | 279 | 326 |
| New England | 0 | +24 | -8 | 7 | 392 | c | c | c | c | c | c | c |
| Middle Atlantic | -2 | +17 | -7 | 41 | 1,181 | -19 | +1 | 17 | 2,069 | 323 | 354 | 340 |
| East North Central | -13 | +20 | -13 | 43 | 1,737 | -5 | +5 | 25 | 3,102 | 224 | 206 | 257 |
| West North Central | -16 | +32 | -14 | 15 | 929 | -5 | -3 | 12 | 1,954 | 282 | 252 | 341 |
| South Atlantic | -1 | +4 | -9 | 5 | 158 | c | c | c | c | c | c | c |
| East South Central | -13 | +16 | -14 | 7 | 240 | -10 | +7 | 6 | 906 | 392 | 376 | 428 |
| Pacific | -13 | +25 | -19 | 34 | 1,140 | -9 | +13 | 23 | 3,583 | 356 | 325 | 392 |

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## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION MARCH 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1950 panel | | Percent change | | March 1950 panel | | | | |
| | March 1950 from March 1949 | March 1950 from Feb. 1950 | 3 mo. 1950 from 3 mo. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | March 1950 from March 1949 | March 1950 from Feb. 1950 | No. of establishments reporting | Reported dollar values (add 000) | March 1950 | March 1949 | Feb. 1950 |
| Lumber and building materials | +17 | +25 | +16 | 75 | $12,683 | -6 | +3 | 50 | $10,520 | 124 | 149 | 148 |
| Middle Atlantic | -5 | +38 | -4 | 14 | 2,390 | -2 | -4 | 5 | 926 | 63 | 52 | 96 |
| East North Central | +17 | +21 | +12 | 12 | 1,237 | -14 | +12 | 8 | 1,140 | 135 | 167 | 134 |
| West North Central | +43 | +27 | +26 | 6 | 806 | -7 | +9 | 4 | 310 | 72 | 98 | 78 |
| South Atlantic | +28 | +20 | +22 | 8 | 1,526 | -11 | -6 | 6 | 1,040 | 129 | 178 | 151 |
| East South Central | +24 | +33 | +13 | 4 | 813 | c | c | c | c | c | c | c |
| Pacific | +19 | +25 | +19 | 11 | 2,371 | +8 | -4 | 8 | 1,873 | 127 | 151 | 160 |
| Machinery equipment, supplies (except electrical) | -10 | +2 | -1 | 48 | 6,588 | +7 | +1 | 37 | 12,589 | 222 | 189 | 221 |
| New England | -2 | +24 | -1 | 5 | 437 | 0 | -2 | 4 | 889 | 267 | 281 | 329 |
| Middle Atlantic | -22 | +18 | -24 | 7 | 839 | -1 | +7 | 4 | 1,029 | 198 | 169 | 230 |
| East North Central | +15 | +43 | -2 | 10 | 740 | -4 | +3 | 8 | 948 | 132 | 159 | 185 |
| South Atlantic | -20 | +21 | -22 | 8 | 911 | -9 | 0 | 6 | 1,891 | 256 | 210 | 334 |
| West South Central | -15 | -25 | +27 | 6 | 1,943 | +29 | +2 | 5 | 5,096 | 269 | 180 | 196 |
| Pacific | +8 | +54 | -3 | 9 | 682 | +2 | -2 | 6 | 1,456 | 329 | 372 | 519 |
| Metals | +11 | +23 | +1 | 24 | 8,544 | -14 | -1 | 18 | 10,073 | 127 | 161 | 157 |
| Optical goods | -10 | +8 | -5 | 10 | 257 | -14 | +1 | 5 | 150 | 133 | 147 | 135 |
| Paints and varnishes | +2 | +28 | -9 | 54 | 4,919 | -12 | 0 | 47 | 13,625 | 286 | 333 | 362 |
| Plumbing and heating supplies | -4 | +17 | -11 | 83 | 8,422 | +4 | +12 | 61 | 14,258 | 210 | 195 | 212 |
| New England | +6 | -2 | -2 | 6 | 206 | c | c | c | c | c | c | c |
| Middle Atlantic | -13 | +13 | -11 | 18 | 615 | +2 | +3 | 10 | 988 | 343 | 265 | 342 |
| East North Central | -4 | +16 | -8 | 14 | 1,048 | +2 | +5 | 11 | 1,912 | 242 | 220 | 260 |
| West North Central | +1 | +11 | -8 | 10 | 772 | -4 | +4 | 8 | 1,415 | 207 | 218 | 215 |
| Pacific | -7 | +54 | -29 | 4 | 812 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +10 | +23 | +10 | 27 | 1,063 | -6 | +5 | 20 | 2,246 | 268 | 322 | 307 |
| Middle Atlantic | -10 | +14 | +16 | 5 | 168 | c | c | c | c | c | c | c |
| East North Central | +10 | +26 | +6 | 5 | 182 | c | c | c | c | c | c | c |
| South Atlantic | +15 | +19 | +12 | 5 | 261 | +11 | +5 | 5 | 694 | 266 | 277 | 200 |
| Pacific | +7 | +26 | +6 | 5 | 120 | -9 | +1 | 5 | 359 | 299 | 353 | 374 |
| Surgical, medical, equipment, supplies | +10 | +15 | +19 | 35 | 4,206 | +5 | +1 | 29 | 4,140 | 109 | 116 | 125 |
| Beer | +1 | +18 | +2 | 44 | 2,388 | -7 | +5 | 37 | 741 | 33 | 36 | 37 |
| Middle Atlantic | +6 | +29 | +5 | 9 | 377 | +9 | +2 | 7 | 99 | 27 | 26 | 34 |
| East North Central | -6 | +20 | -3 | 13 | 502 | -15 | -12 | 12 | 177 | 37 | 41 | 50 |
| West North Central | 0 | +9 | +6 | 6 | 874 | -16 | +3 | 5 | 90 | 11 | 13 | 11 |
| South Atlantic | -3 | +17 | -5 | 6 | 337 | -5 | +1 | 5 | 190 | 65 | 69 | 73 |
| Pacific | +26 | +36 | +9 | 4 | 206 | c | c | c | c | c | c | c |
| Chemicals, industrial | +12 | +14 | +11 | 14 | 1,959 | -7 | +3 | 10 | 1,221 | 75 | 91 | 81 |
| Clothing and furnishings (except shoes) | -9 | +9 | -8 | 27 | 3,361 | +35 | +11 | 18 | 2,774 | 154 | 114 | 159 |
| Coal | +32 | +62 | -14 | 9 | 6,332 | -76 | -45 | 5 | 912 | 30 | 140 | 58 |
| Confectionery | -2 | +19 | -4 | 49 | 1,656 | -5 | +14 | 30 | 1,100 | 95 | 98 | 99 |
| Middle Atlantic | -4 | +22 | -4 | 8 | 306 | +16 | -2 | 5 | 115 | 66 | 52 | 80 |
| East North Contral | -3 | +17 | -11 | 6 | 149 | -25 | -15 | 4 | 53 | 87 | 113 | 119 |
| South Atlantic | -1 | +15 | 0 | 13 | 272 | +3 | +11 | 7 | 220 | 118 | 112 | 121 |
| East South Central | -10 | +21 | -10 | 8 | 182 | +9 | +6 | 4 | 35 | 83 | 62 | 89 |
| Dairy and poultry products | -7 | +13 | -3 | 25 | 3,493 | -25 | +5 | 16 | 618 | 26 | 33 | 27 |
| Drugs and sundries (liquor excluded) | +9 | +19 | +6 | 191 | 55,362 | +3 | +2 | 152 | 69,985 | 161 | 167 | 185 |
| New England | +3 | +19 | +4 | 12 | 2,567 | +1 | +2 | 10 | 3,344 | 166 | 167 | 177 |
| Middle Atlantic | +12 | +23 | +8 | 26 | 10,254 | +3 | +3 | 19 | 9,227 | 146 | 149 | 167 |
| East North Central | +4 | +16 | +3 | 28 | 9,150 | 0 | +1 | 20 | 9,890 | 141 | 145 | 162 |
| West North Central | +7 | +17 | +7 | 22 | 6,337 | +3 | +1 | 20 | 9,103 | 163 | 169 | 188 |
| South Atlantic | +18 | +20 | +11 | 30 | 6,840 | +4 | +1 | 22 | 7,556 | 154 | 176 | 181 |
| East South Central | +12 | +19 | +6 | 15 | 3,514 | +4 | +4 | 12 | 4,730 | 164 | 175 | 188 |
| West South Central | +15 | +18 | +11 | 27 | 7,229 | +8 | +2 | 23 | 11,369 | 183 | 196 | 210 |
| Mountain | +7 | +12 | +9 | 11 | 2,239 | +3 | +3 | 9 | 3,905 | 181 | 189 | 198 |
| Pacific | -2 | +22 | 0 | 20 | 7,232 | +1 | +4 | 17 | 10,861 | 169 | 166 | 198 |
| Dry goods | -3 | +14 | -2 | 171 | 39,972 | -4 | 0 | 138 | 73,815 | 217 | 213 | 245 |
| New England | +6 | +48 | -4 | 9 | 878 | +10 | +4 | 8 | 1,190 | 141 | 137 | 198 |
| Middle Atlantic | +18 | +11 | +8 | 41 | 6,868 | +9 | +5 | 29 | 9,832 | 229 | 238 | 250 |
| East North Central | +4 | +16 | +5 | 13 | 2,244 | +16 | +6 | 13 | 4,851 | 216 | 193 | 236 |
| West North Central | -1 | +15 | +3 | 13 | 6,704 | +9 | +2 | 12 | 15,196 | 228 | 206 | 256 |
| South Atlantic | +7 | +22 | -1 | 23 | 2,864 | +4 | +1 | 17 | 5,296 | 214 | 225 | 262 |
| East South Central | +2 | +14 | -3 | 18 | 1,875 | +26 | +1 | 12 | 3,565 | 247 | 205 | 267 |
| West South Central | -1 | +17 | -5 | 14 | 1,684 | +11 | +2 | 14 | 4,085 | 243 | 218 | 277 |
| Mountain | -3 | +14 | +2 | 6 | 442 | +17 | +6 | 5 | 1,167 | 286 | 236 | 304 |
| Pacific | +2 | +17 | +6 | 22 | 4,528 | -16 | -9 | 16 | 5,673 | 277 | 293 | 310 |
| Farm supplies | 0 | +35 | -2 | 20 | 6,659 | +22 | -14 | 8 | 678 | 62 | 52 | 84 |
| Fresh fruits and vegetables | -22 | +25 | -14 | 71 | 5,512 | -15 | +9 | 46 | 1,226 | 31 | 28 | 36 |
| New England | -23 | +10 | -17 | 10 | 333 | +41 | +38 | 9 | 62 | 26 | 13 | 20 |
| Middle Atlantic | -10 | +31 | -9 | 20 | 1,389 | -6 | -23 | 12 | 147 | 19 | 17 | 29 |
| East North Central | -3 | +17 | +1 | 17 | 1,364 | +3 | +4 | 10 | 460 | 47 | 47 | 52 |
| South Atlantic | -13 | +15 | -6 | 7 | 339 | +8 | 0 | 4 | 28 | 12 | 11 | 15 |
| East South Central | -14 | +13 | -13 | 5 | 300 | c | c | c | c | c | c | c |
| Pacific | -14 | +19 | -14 | 6 | 1,050 | +31 | +19 | 4 | 160 | 19 | 13 | 21 |

90838

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## MARCH 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1950 panel | | Percent change | | March 1950 panel | | | | | |
| | Mar. 1950 from Mar. 1949 | Mar. 1950 from Feb. 1950 | 3 mo. 1950 from 3 mo. 1949[b] | No. of estab- lishments report- ing | Reported dollar values (add 000) | Mar. 1950 from Mar. 1949 | Mar. 1950 from Feb. 1950 | No. of estab- lishments report- ing | Reported dollar values (add 000) | Mar. 1950 | Mar. 1949 | Feb. 1950 |
| Groceries, total | 0 | +16 | -2 | 725 | $119,136 | -1 | +2 | 529 | $125,994 | 141 | 142 | 161 |
| Non-affiliated full-line wholesalers[d] | 0 | +15 | -2 | 466 | 53,463 | +1 | 0 | 338 | 55,894 | 141 | 140 | 162 |
| New England | -3 | +20 | -4 | 6 | 1,106 | c | c | c | c | c | c | c |
| Middle Atlantic | -3 | +17 | -1 | 22 | 1,921 | -3 | +2 | 12 | 1,736 | 158 | 156 | 179 |
| East North Central | +2 | +12 | +3 | 136 | 12,417 | +8 | -2 | 107 | 14,788 | 146 | 140 | 168 |
| West North Central | +1 | +13 | +1 | 67 | 5,984 | +7 | +5 | 55 | 7,123 | 152 | 145 | 165 |
| South Atlantic | +2 | +18 | -11 | 64 | 6,641 | +7 | +2 | 35 | 5,423 | 129 | 127 | 148 |
| East South Central | +5 | +24 | -2 | 34 | 3,841 | -6 | -1 | 25 | 3,250 | 111 | 124 | 140 |
| West South Central | -2 | +12 | -3 | 101 | 13,362 | -4 | -1 | 78 | 14,041 | 136 | 139 | 154 |
| Mountain | -22 | +14 | -16 | 21 | 1,915 | -9 | -3 | 18 | 2,523 | 144 | 122 | 172 |
| Pacific | +3 | +18 | +2 | 15 | 6,276 | -2 | +7 | 5 | 5,381 | 152 | 157 | 173 |
| Voluntary-group wholesalers | -2 | +14 | -1 | 141 | 40,905 | -7 | +3 | 116 | 49,359 | 144 | 152 | 158 |
| New England | +2 | +18 | +1 | 10 | 2,837 | -3 | +2 | 7 | 1,418 | 122 | 126 | 139 |
| Middle Atlantic | -4 | +15 | -2 | 41 | 11,845 | -21 | -1 | 29 | 13,689 | 142 | 171 | 165 |
| East North Central | -3 | +17 | -3 | 32 | 7,325 | -2 | -1 | 28 | 7,954 | 129 | 125 | 151 |
| West North Central | -1 | +7 | +2 | 30 | 8,876 | +3 | +6 | 30 | 14,503 | 163 | 157 | 165 |
| South Atlantic | +2 | +19 | +2 | 10 | 1,723 | -13 | -3 | 5 | 822 | 111 | 126 | 139 |
| Mountain | +25 | +17 | +8 | 9 | 1,704 | -13 | 0 | 9 | 3,956 | 232 | 333 | 271 |
| Pacific | -3 | +16 | -4 | 6 | 6,098 | +1 | +18 | 5 | 6,285 | 114 | 108 | 113 |
| Retailer-cooperative warehouses | +4 | +17 | +2 | 21 | 10,174 | -4 | +4 | 15 | 6,594 | 125 | 135 | 140 |
| Specialty lines wholesalers | -1 | +24 | -4 | 97 | 14,594 | +12 | -1 | 60 | 14,147 | 141 | 125 | 178 |
| New England | +4 | +37 | +5 | 5 | 82 | c | c | c | c | c | c | c |
| Middle Atlantic | -3 | +21 | +1 | 23 | 3,761 | -7 | -7 | 12 | 1,857 | 92 | 101 | 110 |
| East North Central | +4 | +21 | +6 | 12 | 891 | -3 | -5 | 7 | 232 | 62 | 63 | 75 |
| South Atlantic | +11 | +19 | +4 | 24 | 1,991 | -3 | -8 | 15 | 1,539 | 96 | 112 | 126 |
| East South Central | +17 | +19 | +12 | 5 | 580 | c | c | c | c | c | c | c |
| West South Central | -5 | +20 | -16 | 5 | 323 | c | c | c | c | c | c | c |
| Pacific | -5 | +28 | -12 | 17 | 6,563 | +19 | +1 | 13 | 9,515 | 189 | 148 | 249 |
| Leather and shoe findings | +8 | +32 | -4 | 29 | 553 | 0 | +3 | 15 | 1,085 | 314 | 352 | 374 |
| Middle Atlantic | -8 | +32 | -9 | 6 | 37 | c | c | c | c | c | c | c |
| East North Central | -12 | +32 | -13 | 5 | 50 | c | c | c | c | c | c | c |
| West North Central | 0 | +31 | +24 | 4 | 42 | c | c | c | c | c | c | c |
| Pacific | -4 | +28 | -5 | 7 | 265 | c | c | c | c | c | c | c |
| Meats and meat products | -3 | +14 | -4 | 41 | 20,519 | -6 | -3 | 35 | 7,454 | 48 | 46 | 55 |
| Middle Atlantic | -10 | +6 | -10 | 11 | 3,639 | -8 | +1 | 11 | 1,705 | 47 | 46 | 49 |
| East North Central | -11 | +7 | -6 | 13 | 7,860 | -6 | -8 | 12 | 3,749 | 50 | 47 | 58 |
| Pacific | +22 | +21 | +3 | 5 | 3,636 | -11 | -8 | 4 | 498 | 27 | 30 | 33 |
| Paper and its products | +3 | +10 | +3 | 61 | 8,013 | -2 | 0 | 35 | 6,196 | 133 | 143 | 146 |
| New England | +4 | +29 | -6 | 5 | 267 | -5 | -4 | 4 | 329 | 225 | 233 | 286 |
| Middle Atlantic | +9 | +20 | +8 | 18 | 2,202 | +5 | +7 | 10 | 1,139 | 91 | 96 | 101 |
| East North Central | +1 | +8 | +2 | 19 | 3,771 | -6 | +1 | 12 | 2,626 | 113 | 126 | 122 |
| West North Central | -2 | +13 | 0 | 4 | 276 | c | c | c | c | c | c | c |
| South Atlantic | -13 | -6 | -3 | 6 | 438 | c | c | c | c | c | c | c |
| Pacific | -3 | 0 | 0 | 5 | 670 | c | c | c | c | c | c | c |
| Petroleum | -6 | +16 | -6 | 27 | 3,746 | -8 | 0 | 27 | 3,013 | 80 | 82 | 93 |
| Shoes and other footwear | +2 | +15 | -2 | 28 | 26,911 | -4 | 0 | 20 | 53,857 | 207 | 218 | 236 |
| Tobacco products | -3 | +14 | -4 | 288 | 38,571 | -3 | -2 | 171 | 14,622 | 57 | 56 | 66 |
| New England | +2 | +17 | 0 | 25 | 3,190 | -2 | +2 | 14 | 703 | 55 | 58 | 64 |
| Middle Atlantic | -4 | +16 | -4 | 60 | 12,274 | -7 | -8 | 40 | 5,933 | 62 | 65 | 78 |
| East North Central | -3 | +13 | -6 | 57 | 7,167 | +1 | +3 | 31 | 2,376 | 54 | 52 | 60 |
| West North Central | -3 | +14 | -5 | 44 | 4,607 | +3 | +3 | 29 | 2,161 | 65 | 61 | 71 |
| South Atlantic | -5 | +13 | -5 | 21 | 3,570 | +2 | 0 | 19 | 1,382 | 42 | 39 | 48 |
| East South Central | -5 | +11 | -3 | 12 | 1,332 | -8 | +3 | 7 | 526 | 48 | 49 | 52 |
| West South Central | -4 | +7 | +1 | 28 | 2,407 | +4 | +2 | 13 | 671 | 51 | 43 | 50 |
| Mountain | +5 | +14 | +5 | 19 | 1,323 | -2 | +4 | 7 | 311 | 64 | 65 | 68 |
| Pacific | -6 | +16 | -4 | 22 | 2,701 | 0 | +3 | 11 | 559 | 54 | 59 | 63 |
| Wines and spirits[e] | +2 | +21 | -4 | 317 | 87,020 | +6 | +5 | 262 | 93,956 | 133 | 127 | 151 |
| New England | -17 | +29 | -7 | 24 | 3,982 | +25 | +2 | 19 | 4,136 | 131 | 91 | 180 |
| Middle Atlantic | +8 | +28 | -2 | 48 | 26,395 | +3 | 0 | 43 | 26,389 | 126 | 130 | 157 |
| East North Central | +1 | +13 | -1 | 56 | 11,274 | -1 | -7 | 44 | 11,564 | 124 | 125 | 153 |
| West North Central | -4 | +21 | -5 | 30 | 6,572 | +19 | +12 | 24 | 5,972 | 144 | 111 | 149 |
| South Atlantic | -3 | +12 | -9 | 50 | 13,186 | -7 | +1 | 45 | 13,724 | 116 | 116 | 128 |
| East South Central | -13 | +12 | -14 | 17 | 2,921 | +31 | +7 | 14 | 4,136 | 171 | 113 | 180 |
| West South Central | +10 | -4 | -8 | 36 | 6,827 | +7 | +5 | 28 | 10,949 | 180 | 194 | 162 |
| Mountain | +10 | +17 | +7 | 21 | 2,974 | -8 | -10 | 19 | 3,150 | 115 | 141 | 151 |
| Pacific | +9 | +51 | -2 | 35 | 12,889 | +23 | +44 | 26 | 13,936 | 139 | 120 | 143 |
| Miscellaneous | +10 | +6 | +6 | 13 | 2,649 | -4 | 0 | 7 | 1,646 | 203 | 205 | 236 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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Ref.

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
ROY V. PEEL, *Director*

For Release
June 1, 1950

## SALES AND INVENTORIES

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### APRIL 1950

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,860 wholesale houses in various lines of trade.

SALES

Wholesale dollar sales in April 1950 remained substantially at the same level as a year ago but dropped 10 percent below the previous month's sales. Cumulative sales for the first four months of 1950 were slightly lower (1%) than in the corresponding period of 1949.

Regionally, all geographic divisions experienced declines from March 1950, ranging from 5 percent in the East North Central division to 13 percent in the Pacific region. Compared with a year ago, however, all geographic divisions East of the Mississippi River indicated gains of 2 to 6 percent. While the Pacific region remained at its April 1949 sales level, the West North Central, West South Central and Mountain divisions reported declines from sales a year ago.

Most trades covered in this report lagged behind the previous month's sales, with clothing and furnishings experiencing the most substantial decrease, 32 percent. However, seasonal gains were reported in paints and varnishes (17%), lumber and building materials (10%), refrigeration equipment (9%), fresh fruits and vegetables (2%) and dairy and poultry products (1%). Although the national sales trend indicated little or no change from a year ago, there was considerable variation between trades, ranging from an increase of 38 percent in electrical appliances and specialties to a decrease of 22 percent in fresh fruits and vegetables. While 17 trades were off from last year, 21 kinds of business reported gains.

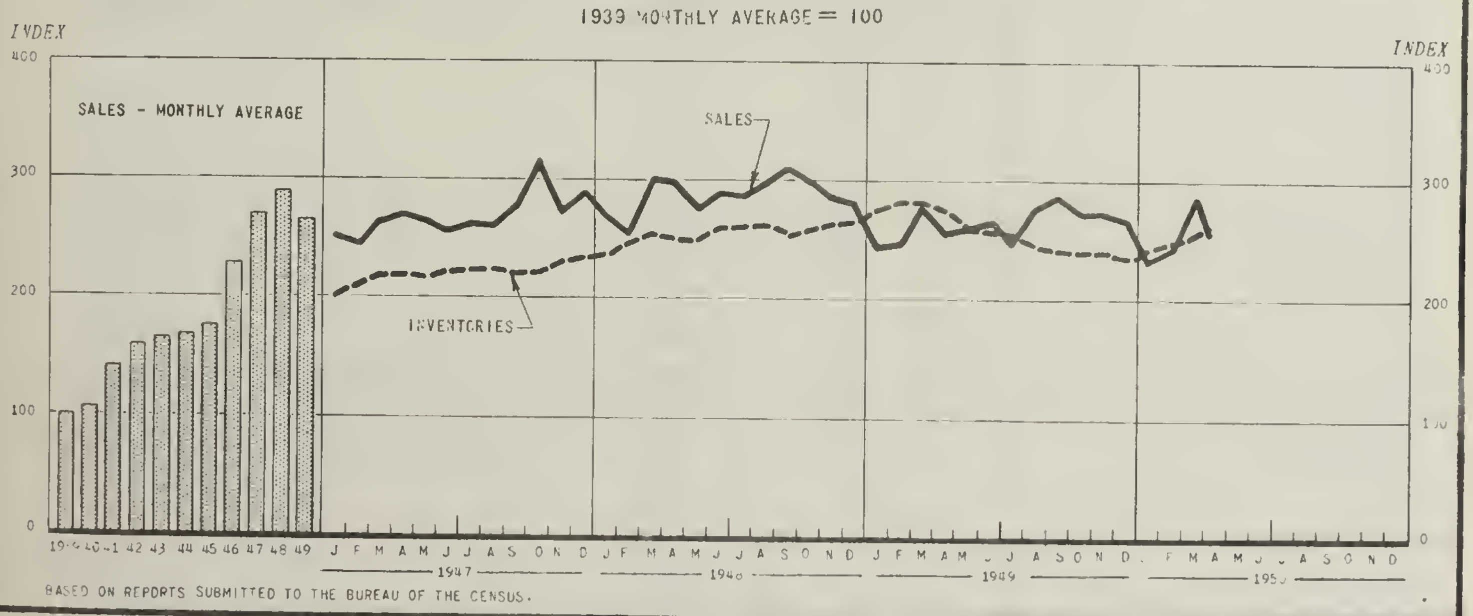
INVENTORIES

April 30 inventories of wholesalers rose 2 percent above the March 31 stock level, but were 5 percent below the dollar value of stocks on hand last April. According to reports of 2,885 establishments reporting inventories in conjunction with sales, the April stock-sales ratio of 166 was 20 points above the previous month but 9 points lower than a year ago.

With the exception of the East South Central region, all geographic divisions indicated higher stock levels than in March 1950, but lower inventories than in April of last year. The East South Central region, indicating little change from the previous month, reported an increase of 4 percent over stocks on hand a year ago. By trades, inventories generally rose above their March levels, although plumbing and heating, clothing and furnishings, farm supplies, fresh fruits and vegetables, grocery (except voluntary-group), leather and shoe findings, and tobacco products reflected declines from the previous month. Compared with a year ago, only half the trades covered in this report decreased their stocks on hand although the national trend indicated a decrease of 5 percent.

RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, April sales of independent retail stores were slightly below (1%) the previous month and 2 percent lower than April 1949 sales. However, cumulative sales during the first four months were 2 percent above the same period of 1949.



TRENDS IN WHOLESALERS' SALES AND INVENTORIES

(Service and Limited Function Wholesalers Only)

BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

92364

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1950 panel | | Percent change | | April 1950 panel | | | | |
| | Apr. 1950 from Apr. 1949 | Apr. 1950 from Mar. 1950 | 4 mos. 1950 from 4 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Apr. 1950 from Apr. 1949 | Apr. 1950 from Mar. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Apr. 1950 | Apr. 1949 | Mar. 1950 |
| United States total | 0 | -10 | -1 | 3,860 | $653,085 | -5 | +2 | 2,885 | $870,057 | 166 | 175 | 146 |
| New England | +4 | -8 | +2 | 240 | 29,333 | -8 | +3 | 177 | 32,229 | 146 | 167 | 130 |
| Middle Atlantic | +4 | -9 | +1 | 722 | 135,144 | -6 | +3 | 499 | 134,427 | 132 | 146 | 118 |
| East North Central | +3 | -5 | +1 | 765 | 118,759 | -3 | +3 | 591 | 141,819 | 143 | 154 | 130 |
| West North Central | -5 | -12 | -2 | 433 | 80,940 | -3 | +1 | 336 | 115,850 | 181 | 178 | 162 |
| South Atlantic | +6 | -9 | 0 | 477 | 68,366 | -6 | +1 | 358 | 82,306 | 146 | 165 | 133 |
| East South Central | +2 | -10 | -2 | 197 | 26,486 | +4 | 0 | 142 | 32,757 | 166 | 160 | 146 |
| West South Central | -7 | -12 | -3 | 351 | 53,838 | -4 | +2 | 273 | 85,663 | 194 | 185 | 165 |
| Mountain | -1 | -7 | +3 | 176 | 21,818 | -3 | +4 | 134 | 32,455 | 180 | 183 | 162 |
| Pacific | 0 | -13 | 0 | 414 | 82,312 | -5 | +4 | 290 | 117,194 | 185 | 199 | 156 |
| Automotive supplies | +1 | 0 | 0 | 250 | 14,310 | -2 | +3 | 152 | 15,059 | 265 | 262 | 257 |
| New England | -18 | +21 | -16 | 8 | 403 | c | c | c | c | c | c | c |
| Middle Atlantic | -13 | -3 | -11 | 39 | 809 | -9 | 0 | 36 | 2,221 | 300 | 287 | 294 |
| East North Central | +5 | -7 | +2 | 57 | 3,371 | -4 | +4 | 45 | 5,526 | 229 | 247 | 207 |
| West North Central | -2 | +7 | -6 | 41 | 3,621 | -2 | -2 | 17 | 2,311 | 304 | 284 | 299 |
| South Atlantic | +16 | -6 | +15 | 17 | 1,744 | -2 | 0 | 11 | 1,024 | 317 | 306 | 318 |
| South Central | +9 | -4 | +10 | 16 | 2,018 | -4 | +4 | 10 | 1,406 | 251 | 245 | 257 |
| Mountain | +10 | +32 | -3 | 15 | 907 | +46 | +35 | 7 | 981 | 239 | 217 | 280 |
| Pacific | -13 | -5 | -7 | 57 | 1,437 | 0 | -1 | 23 | 1,220 | 343 | 334 | 352 |
| Electrical group, total | +6 | -8 | +4 | 639 | 127,148 | -21 | +11 | 566 | 161,983 | 137 | 184 | 112 |
| Full-line wholesalers | +1 | -8 | -1 | 408 | 95,320 | -24 | +10 | 399 | 133,479 | 142 | 188 | 119 |
| New England | +8 | -9 | +8 | 32 | 5,571 | -33 | +12 | 32 | 7,431 | 133 | 213 | 108 |
| Middle Atlantic | +6 | -3 | 0 | 58 | 15,115 | -30 | +7 | 57 | 17,480 | 117 | 178 | 106 |
| East North Central | +4 | -5 | +1 | 81 | 23,840 | -23 | +8 | 78 | 30,542 | 130 | 175 | 115 |
| West North Central | -18 | -3 | -16 | 36 | 8,597 | -25 | +13 | 36 | 12,411 | 144 | 157 | 124 |
| South Atlantic | +6 | -10 | +3 | 60 | 12,308 | -18 | +13 | 57 | 17,647 | 150 | 192 | 117 |
| East South Central | +4 | -8 | +2 | 26 | 4,611 | -14 | +8 | 25 | 5,909 | 133 | 158 | 111 |
| West South Central | -8 | -16 | -6 | 46 | 8,870 | -15 | +13 | 46 | 16,116 | 182 | 197 | 135 |
| Mountain | -3 | -10 | 0 | 19 | 3,288 | -24 | +4 | 19 | 5,111 | 155 | 198 | 134 |
| Pacific | +3 | -11 | +4 | 50 | 13,120 | -30 | +10 | 49 | 20,832 | 160 | 236 | 129 |
| Wiring supplies, construction materials distributors | +2 | -4 | -8 | 132 | 7,059 | -8 | 0 | 85 | 7,424 | 149 | 162 | 143 |
| New England | +3 | +2 | -10 | 13 | 412 | +5 | -3 | 5 | 248 | 191 | 209 | 188 |
| Middle Atlantic | -1 | -5 | -10 | 37 | 1,109 | -3 | +1 | 22 | 1,541 | 198 | 207 | 199 |
| East North Central | +6 | -6 | -2 | 28 | 1,601 | -1 | -2 | 21 | 1,934 | 171 | 181 | 159 |
| West North Central | +2 | +5 | -12 | 10 | 944 | -5 | 0 | 7 | 905 | 166 | 170 | 175 |
| South Atlantic | +7 | -6 | -8 | 17 | 1,553 | -24 | +4 | 11 | 1,058 | 79 | 114 | 71 |
| South Central | -15 | +2 | -17 | 14 | 906 | -9 | +2 | 10 | 1,176 | 181 | 156 | 177 |
| Mountain | +5 | -14 | -1 | 5 | 254 | c | c | c | c | c | c | c |
| Pacific | +16 | -3 | +11 | 8 | 280 | -4 | 0 | 7 | 412 | 150 | 182 | 145 |
| Appliances and specialties wholesalers | +38 | -11 | +37 | 99 | 24,769 | -6 | +24 | 82 | 21,080 | 109 | 165 | 76 |
| New England | +60 | -10 | +61 | 14 | 1,936 | +14 | +32 | 12 | 1,679 | 95 | 138 | 65 |
| Middle Atlantic | +34 | -7 | +31 | 21 | 11,160 | -24 | +29 | 13 | 5,391 | 82 | 151 | 55 |
| East North Central | +66 | -9 | +64 | 13 | 2,540 | +9 | +5 | 9 | 1,539 | 71 | 118 | 63 |
| West North Central | +13 | -16 | +18 | 12 | 2,035 | -2 | +17 | 11 | 3,676 | 183 | 212 | 131 |
| South Atlantic | +43 | -5 | +38 | 16 | 3,157 | -20 | +19 | 15 | 2,799 | 99 | 182 | 80 |
| South Central | +8 | -23 | +10 | 9 | 1,227 | +4 | +36 | 8 | 2,208 | 181 | 189 | 102 |
| Mountain | +37 | 0 | +45 | 5 | 601 | +2 | +8 | 5 | 1,091 | 182 | 243 | 167 |
| Pacific | +61 | -30 | +71 | 9 | 2,113 | +38 | +41 | 9 | 2,697 | 128 | 149 | 63 |
| Furniture and house furnishings | +12 | -10 | +13 | 76 | 13,726 | +4 | +5 | 61 | 21,167 | 177 | 196 | 154 |
| New England | +11 | -4 | +13 | 5 | 769 | +9 | +2 | 4 | 1,146 | 152 | 157 | 144 |
| Middle Atlantic | +7 | -19 | +3 | 15 | 2,233 | +13 | +1 | 11 | 3,332 | 202 | 191 | 161 |
| East North Central | +6 | +2 | +3 | 4 | 1,039 | c | c | c | c | c | c | c |
| South Atlantic | -13 | -18 | -14 | 5 | 656 | c | c | c | c | c | c | c |
| West South Central | +28 | -2 | +35 | 8 | 1,071 | c | c | c | c | c | c | c |
| Mountain | +20 | -25 | +35 | 7 | 907 | +10 | -5 | 5 | 1,401 | 205 | 220 | 188 |
| Pacific | +25 | -6 | +22 | 11 | 3,124 | -5 | +4 | 9 | 4,057 | 135 | 180 | 122 |
| Hardware | +1 | -6 | -2 | 143 | 48,692 | -1 | 0 | 114 | 99,973 | 252 | 260 | 236 |
| New England | -15 | +5 | -9 | 4 | 504 | -14 | +2 | 4 | 1,700 | 337 | 334 | 347 |
| Middle Atlantic | +3 | 0 | -2 | 28 | 7,151 | +3 | +3 | 23 | 12,418 | 196 | 201 | 186 |
| East North Central | +12 | -3 | +7 | 20 | 9,878 | +1 | +5 | 19 | 22,981 | 238 | 269 | 222 |
| West North Central | -9 | -12 | -7 | 17 | 9,521 | +1 | -3 | 16 | 22,014 | 273 | 249 | 249 |
| South Atlantic | +4 | 0 | -4 | 24 | 4,725 | +1 | 0 | 20 | 10,475 | 250 | 262 | 250 |
| East South Central | +10 | -1 | -2 | 12 | 3,749 | +9 | -1 | 6 | 3,999 | 228 | 212 | 228 |
| West South Central | +2 | -10 | +5 | 15 | 4,507 | -7 | -5 | 9 | 6,641 | 236 | 274 | 227 |
| Mountain | -8 | -12 | -3 | 9 | 1,998 | +12 | +2 | 6 | 2,777 | 319 | 276 | 266 |
| Pacific | -2 | -8 | -6 | 14 | 6,659 | -7 | 0 | 11 | 16,968 | 304 | 326 | 280 |
| Industrial supplies | +1 | 0 | -10 | 73 | 10,688 | -12 | +3 | 52 | 18,594 | 227 | 264 | 220 |
| New England | +6 | +3 | 0 | 9 | 743 | 0 | 0 | 8 | 2,261 | 328 | 354 | 345 |
| Middle Atlantic | -13 | -1 | -27 | 16 | 1,168 | -16 | +4 | 9 | 1,336 | 174 | 190 | 165 |
| East North Central | -2 | -6 | -8 | 10 | 911 | -6 | +4 | 6 | 554 | 221 | 245 | 188 |
| West North Central | -1 | +3 | -4 | 9 | 856 | -5 | -4 | 6 | 1,137 | 205 | 215 | 233 |
| South Atlantic | +6 | +4 | -11 | 9 | 766 | -7 | -2 | 8 | 1,650 | 219 | 250 | 230 |
| South Central | -1 | +2 | -13 | 9 | 3,972 | -11 | +6 | 7 | 7,446 | 239 | 254 | 228 |
| Pacific | +16 | -5 | +1 | 11 | 2,272 | -22 | +4 | 8 | 4,210 | 206 | 311 | 188 |
| Jewelry | -15 | -7 | -13 | 158 | 5,584 | -7 | 0 | 95 | 12,404 | 283 | 253 | 269 |
| New England | -17 | -18 | -10 | 6 | 222 | c | c | c | c | c | c | c |
| Middle Atlantic | -7 | -11 | -6 | 45 | 1,549 | -12 | +5 | 17 | 2,209 | 228 | 224 | 193 |
| East North Central | -8 | -8 | -12 | 43 | 1,521 | -2 | -2 | 26 | 3,407 | 256 | 245 | 245 |
| West North Central | -39 | -4 | -22 | 14 | 697 | -3 | 0 | 11 | 1,733 | 298 | 180 | 290 |
| South Atlantic | -11 | -9 | -9 | 6 | 200 | c | c | c | c | c | c | c |
| South Central | -9 | +1 | -13 | 8 | 274 | -9 | 0 | 7 | 1,001 | 379 | 374 | 382 |
| Pacific | -13 | +2 | -17 | 33 | 1,107 | -8 | -2 | 26 | 3,566 | 340 | 318 | 350 |

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(Continued on next page)

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-or-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1950 panel | | Percent change | | April 1950 panel | | | | |
| | April 1950 from April 1949 | April 1950 from March 1950 | 4 mos. 1950 from 4 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | April 1950 from April 1949 | April 1950 from March 1950 | No. of establishments reporting | Reported dollar values (add 000) | April 1950 | April 1949 | March 1950 |
| Lumber and building materials | +15 | +10 | +15 | 75 | $13,373 | +1 | +4 | 50 | $11,510 | 119 | 129 | 130 |
| Middle Atlantic | +1 | +30 | -2 | 14 | 3,115 | -3 | +2 | 5 | 942 | 44 | 42 | 63 |
| East North Central | +7 | +9 | +11 | 12 | 1,251 | -12 | -3 | 8 | 1,041 | 127 | 144 | 142 |
| West North Central | +35 | +1 | +27 | 7 | 836 | -9 | +4 | 4 | 321 | 58 | 99 | 72 |
| South Atlantic | +52 | +6 | +29 | 8 | 1,611 | -3 | +8 | 6 | 1,126 | 135 | 181 | 129 |
| East South Central | +27 | -2 | +17 | 4 | 800 | c | c | c | c | c | c | c |
| Mountain | -8 | +21 | +12 | 7 | 2,025 | -5 | +9 | 6 | 2,734 | 146 | 144 | 160 |
| Pacific | +21 | -6 | +19 | 9 | 1,602 | +21 | -4 | 7 | 1,709 | 131 | 126 | 127 |
| Machinery equipment, supplies (except electrical) | -21 | -13 | -6 | 53 | 5,953 | +10 | +1 | 40 | 13,250 | 263 | 187 | 220 |
| New England | +4 | -9 | 0 | 5 | 397 | +7 | -1 | 4 | 884 | 307 | 313 | 267 |
| Middle Atlantic | -11 | -1 | -21 | 8 | 857 | +7 | +7 | 4 | 1,097 | 213 | 185 | 198 |
| East North Central | +12 | -3 | +2 | 12 | 978 | +2 | +5 | 11 | 1,561 | 160 | 176 | 147 |
| South Atlantic | -21 | -6 | -22 | 8 | 852 | -13 | -4 | 6 | 1,815 | 253 | 222 | 256 |
| West South Central | -52 | -40 | +5 | 6 | 1,158 | +32 | -1 | 5 | 5,060 | 450 | 164 | 269 |
| Pacific | +1 | +5 | -1 | 9 | 716 | +2 | +1 | 6 | 1,468 | 334 | 326 | 329 |
| Metals | +16 | -7 | +4 | 26 | 8,064 | -14 | +1 | 22 | 11,090 | 143 | 193 | 132 |
| Optical goods | -3 | -3 | -5 | 11 | 271 | -16 | 0 | 4 | 185 | 157 | 196 | 154 |
| Paints and varnishes | +1 | +17 | -6 | 55 | 5,795 | -2 | +4 | 48 | 14,249 | 253 | 265 | 285 |
| Plumbing and heating supplies | -2 | -2 | -9 | 81 | 8,226 | -8 | -18 | 60 | 11,976 | 176 | 187 | 212 |
| New England | +26 | +10 | +5 | 7 | 258 | c | c | c | c | c | c | c |
| Middle Atlantic | -1 | +2 | -9 | 17 | 617 | +6 | +3 | 10 | 1,022 | 294 | 252 | 340 |
| East North Central | -1 | -6 | -6 | 11 | 893 | +4 | +4 | 10 | 2,147 | 258 | 242 | 230 |
| West North Central | -6 | +7 | -8 | 11 | 932 | -1 | -2 | 9 | 1,675 | 200 | 186 | 217 |
| Pacific | -21 | -16 | -27 | 4 | 619 | c | c | c | c | c | c | c |
| Refrigerator equipment, parts (commercial) | +2 | +9 | +9 | 26 | 1,013 | -6 | +4 | 20 | 2,172 | 276 | 309 | 293 |
| Middle Atlantic | -6 | +15 | +9 | 6 | 248 | c | c | c | c | c | c | c |
| East North Central | -8 | +12 | +6 | 4 | 109 | c | c | c | c | c | c | c |
| South Atlantic | -2 | +2 | +9 | 5 | 174 | +9 | +2 | 5 | 523 | 301 | 271 | 299 |
| Pacific | -11 | +10 | +7 | 5 | 127 | -6 | +6 | 5 | 369 | 291 | 290 | 294 |
| Surgical, medical, equipment, supplies | +12 | -11 | +17 | 36 | 3,909 | +4 | +5 | 31 | 4,893 | 138 | 149 | 116 |
| Beer | -6 | -2 | 0 | 43 | 2,335 | +1 | +9 | 37 | 825 | 37 | 34 | 33 |
| Middle Atlantic | -17 | -7 | -2 | 9 | 351 | +1 | +1 | 7 | 100 | 29 | 24 | 27 |
| East North Central | -8 | -6 | -5 | 13 | 474 | -1 | +8 | 12 | 191 | 42 | 39 | 37 |
| West North Central | +2 | +3 | +5 | 5 | 852 | -3 | +18 | 5 | 106 | 12 | 13 | 11 |
| South Atlantic | -1 | 0 | -4 | 6 | 338 | +12 | +10 | 5 | 209 | 72 | 64 | 65 |
| Pacific | -12 | -7 | +2 | 5 | 234 | -4 | +12 | 4 | 174 | 78 | 72 | 66 |
| Chemicals, industrial | +20 | 0 | +13 | 14 | 1,950 | -3 | +2 | 10 | 1,249 | 74 | 96 | 75 |
| Clothing and furnishings (except shoes) | -21 | -32 | -10 | 23 | 1,814 | +25 | -6 | 15 | 1,589 | 204 | 129 | 144 |
| Coal | +8 | -19 | -10 | 8 | 4,822 | -28 | +99 | 5 | 1,948 | 48 | 70 | 20 |
| Confectionery | -4 | -12 | -4 | 47 | 1,437 | +12 | +5 | 30 | 1,192 | 112 | 96 | 94 |
| Middle Atlantic | -14 | -5 | -7 | 7 | 324 | -10 | -2 | 5 | 153 | 73 | 64 | 71 |
| East North Central | -6 | -16 | -11 | 5 | 78 | -6 | +25 | 4 | 66 | 122 | 123 | 87 |
| South Atlantic | +1 | -13 | 0 | 13 | 236 | +4 | 0 | 7 | 219 | 138 | 135 | 118 |
| East South Central | -12 | -16 | -11 | 8 | 153 | -13 | -23 | 4 | 27 | 69 | 78 | 83 |
| Pacific | +11 | -32 | +2 | 4 | 235 | c | c | c | c | c | c | c |
| Dairy and poultry products | +8 | +1 | +1 | 28 | 6,297 | -6 | +17 | 17 | 1,623 | 31 | 37 | 27 |
| Drugs and sundries (liquor excluded) | +1 | -17 | +5 | 193 | 45,130 | +4 | 0 | 150 | 68,435 | 196 | 189 | 163 |
| New England | +3 | -10 | +3 | 14 | 2,465 | -1 | -1 | 12 | 3,652 | 187 | 193 | 169 |
| Middle Atlantic | 0 | -20 | +6 | 27 | 8,086 | +4 | 0 | 19 | 9,055 | 191 | 172 | 153 |
| East North Central | +2 | -14 | +3 | 28 | 7,690 | +5 | +2 | 21 | 9,852 | 168 | 163 | 142 |
| West North Central | +2 | -15 | +6 | 23 | 5,457 | +3 | -1 | 20 | 8,991 | 190 | 188 | 163 |
| South Atlantic | +3 | -21 | +9 | 27 | 4,663 | +2 | -1 | 19 | 6,312 | 199 | 206 | 159 |
| East South Central | +4 | -17 | +5 | 17 | 3,025 | +5 | +1 | 13 | 4,983 | 202 | 202 | 164 |
| West South Central | +2 | -18 | +9 | 26 | 5,745 | +5 | -1 | 21 | 10,576 | 224 | 217 | 185 |
| Mountain | -5 | -18 | +5 | 11 | 1,832 | +5 | +3 | 9 | 4,024 | 227 | 205 | 181 |
| Pacific | -4 | -15 | -1 | 20 | 6,167 | +4 | +1 | 16 | 10,990 | 201 | 190 | 169 |
| Dry goods | -9 | -22 | -3 | 169 | 31,730 | -3 | 0 | 138 | 75,129 | 276 | 253 | 216 |
| New England | -14 | -21 | -7 | 8 | 670 | +15 | +1 | 8 | 1,203 | 180 | 134 | 141 |
| Middle Atlantic | +7 | -25 | +8 | 41 | 5,452 | +13 | +6 | 28 | 10,818 | 306 | 291 | 223 |
| East North Central | -5 | -19 | +3 | 14 | 1,924 | +11 | -1 | 14 | 5,226 | 272 | 233 | 223 |
| West North Central | -10 | -20 | -1 | 14 | 5,389 | +8 | -1 | 12 | 14,997 | 282 | 235 | 228 |
| South Atlantic | -5 | -19 | -2 | 22 | 2,284 | +3 | -2 | 17 | 5,178 | 256 | 235 | 215 |
| East South Central | -8 | -24 | -4 | 16 | 1,286 | +18 | -2 | 11 | 3,102 | 321 | 255 | 244 |
| West South Central | -11 | -23 | -7 | 13 | 1,243 | +14 | -2 | 13 | 3,835 | 309 | 241 | 242 |
| Mountain | -3 | -11 | +1 | 6 | 393 | +20 | +1 | 5 | 1,174 | 334 | 264 | 286 |
| Pacific | +3 | -14 | +5 | 21 | 4,092 | -9 | +11 | 16 | 6,845 | 312 | 329 | 273 |
| Farm supplies | -10 | -31 | -4 | 20 | 4,613 | +31 | -2 | 8 | 662 | 58 | 49 | 62 |
| Fresh fruits and vegetables | -22 | +2 | -16 | 73 | 5,959 | -12 | -6 | 45 | 856 | 28 | 21 | 29 |
| New England | -19 | +8 | -17 | 10 | 359 | +2 | -15 | 9 | 53 | 20 | 16 | 26 |
| Middle Atlantic | -5 | +2 | -8 | 19 | 1,376 | -8 | -9 | 11 | 133 | 18 | 17 | 19 |
| East North Central | -10 | +9 | -3 | 17 | 1,492 | +5 | +2 | 9 | 168 | 35 | 31 | 31 |
| South Atlantic | -25 | -7 | -12 | 8 | 356 | -18 | +11 | 5 | 62 | 26 | 23 | 21 |
| East South Central | -5 | +7 | -11 | 5 | 220 | c | c | c | cc | c | c | c |
| Pacific | - 0 | -2 | -10 | 8 | 1,427 | +4 | -14 | 4 | 97 | 23 | 20 | 23 |

92364

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1950 panel | | Percent change | | April 1950 panel | | | | |
| | Apr. 1950 from Apr. 1949 | Apr. 1950 from Mar. 1950 | 4 mos. 1950 from 4 mos. 1949 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Apr. 1950 from Apr. 1949 | Apr. 1950 from Mar. 1950 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Apr. 1950 | Apr. 1949 | Mar. 1950 |
| Groceries, total | -1 | -11 | -2 | 733 | $109,578 | +1 | -2 | 547 | $132,327 | 156 | 153 | 143 |
| Non-affiliated full-line wholesalers[d] | -4 | -10 | -3 | 476 | 50,280 | +2 | -3 | 357 | 62,193 | 156 | 147 | 145 |
| **New England** | -5 | -12 | -5 | 7 | 1,235 | +7 | +1 | 4 | 2,161 | 206 | 184 | 180 |
| **Middle Atlantic** | -3 | -11 | -2 | 20 | 1,728 | +17 | +14 | 11 | 1,877 | 166 | 141 | 130 |
| **East North Central** | 0 | -12 | +2 | 144 | 11,308 | +7 | -6 | 115 | 14,404 | 156 | 147 | 145 |
| **West North Central** | -8 | -12 | -3 | 69 | 6,727 | -2 | -10 | 59 | 10,685 | 184 | 171 | 178 |
| South Atlantic | 0 | -9 | -8 | 67 | 6,971 | +9 | 0 | 39 | 6,627 | 135 | 127 | 125 |
| East South Central | -4 | -14 | -2 | 34 | 3,341 | -4 | -5 | 25 | 3,198 | 125 | 125 | 113 |
| West South Central | -4 | -8 | -3 | 104 | 13,008 | -3 | -1 | 81 | 15,210 | 147 | 145 | 138 |
| Mountain | -14 | -10 | -16 | 21 | 1,719 | 0 | -2 | 18 | 2,559 | 162 | 139 | 149 |
| Pacific | -8 | -9 | 0 | 10 | 4,243 | +6 | +2 | 5 | 5,472 | 170 | 144 | 152 |
| Voluntary-group wholesalers | -1 | -11 | -1 | 143 | 37,818 | -4 | +1 | 121 | 50,952 | 159 | 166 | 142 |
| New England | -5 | -11 | -1 | 9 | 2,546 | +2 | -1 | 7 | 1,581 | 144 | 139 | 126 |
| Middle Atlantic | 0 | -14 | -1 | 43 | 11,148 | -19 | -3 | 33 | 14,107 | 155 | 193 | 138 |
| East North Central | -1 | -11 | -2 | 33 | 6,898 | +1 | +2 | 29 | 8,370 | 139 | 137 | 124 |
| West North Central | +4 | -7 | +3 | 30 | 8,231 | +6 | +4 | 30 | 15,124 | 184 | 180 | 163 |
| South Atlantic | +8 | -11 | +3 | 10 | 1,535 | +3 | +11 | 5 | 909 | 139 | 132 | 111 |
| Pacific | -7 | -10 | -5 | 6 | 5,485 | +10 | +2 | 5 | 6,414 | 130 | 110 | 114 |
| Retailer-cooperative warehouses | +5 | -12 | +3 | 22 | 8,982 | 0 | -4 | 15 | 6,355 | 133 | 139 | 125 |
| Specialty lines wholesalers | +3 | -12 | -3 | 92 | 12,498 | +16 | -5 | 54 | 12,827 | 154 | 138 | 145 |
| New England | +5 | -9 | +5 | 6 | 119 | c | c | c | c | c | c | c |
| Middle Atlantic | +7 | -9 | +2 | 21 | 3,382 | -1 | +1 | 9 | 1,791 | 108 | 128 | 106 |
| East North Central | -10 | -21 | +2 | 12 | 702 | +2 | -2 | 7 | 228 | 74 | 60 | 62 |
| South Atlantic | +5 | -13 | +5 | 21 | 1,525 | -2 | -7 | 13 | 1,046 | 89 | 96 | 82 |
| East South Central | +18 | -13 | +13 | 4 | 432 | c | c | c | c | c | c | c |
| West South Central | -7 | -10 | -14 | 5 | 292 | c | c | c | c | c | c | c |
| Pacific | 0 | -13 | -9 | 17 | 5,693 | +24 | -6 | 13 | 8,898 | 202 | 164 | 189 |
| Leather and shoe findings | -10 | -1 | -2 | 29 | 474 | 0 | -1 | 15 | 1,043 | 404 | 366 | 417 |
| Middle Atlantic | -2 | +9 | -6 | 7 | 50 | c | c | c | c | c | c | c |
| East North Central | -10 | +5 | -11 | 6 | 83 | c | c | c | c | c | c | c |
| West North Central | -25 | -17 | +34 | 5 | 58 | c | c | c | c | c | c | c |
| Pacific | -8 | -1 | -6 | 6 | 221 | c | c | c | c | c | c | c |
| Meats and meat products | -8 | -6 | -5 | 40 | 19,101 | +12 | +2 | 35 | 7,563 | 51 | 41 | 48 |
| Middle Atlantic | -8 | -3 | -10 | 11 | 3,514 | +5 | +2 | 11 | 1,742 | 50 | 43 | 47 |
| East North Central | -11 | 0 | -7 | 13 | 7,845 | +20 | +4 | 12 | 3,915 | 53 | 39 | 50 |
| Pacific | -14 | -17 | -1 | 5 | 3,033 | +2 | +10 | 4 | 548 | 34 | 28 | 27 |
| Paper and its products | +5 | -5 | +3 | 65 | 8,353 | 0 | +4 | 39 | 7,066 | 143 | 147 | 126 |
| New England | -8 | -16 | -7 | 5 | 225 | -3 | +1 | 4 | 332 | 252 | 232 | 225 |
| Middle Atlantic | +4 | -18 | +7 | 19 | 2,093 | +8 | +6 | 12 | 1,584 | 119 | 116 | 92 |
| East North Central | +9 | +1 | +4 | 21 | 4,204 | -5 | +1 | 14 | 2,881 | 115 | 123 | 105 |
| West North Central | -5 | -8 | -2 | 4 | 254 | c | c | c | c | c | c | c |
| South Atlantic | +6 | +5 | -1 | 6 | 462 | c | c | c | c | c | c | c |
| Pacific | +4 | +8 | -8 | 5 | 725 | c | c | c | c | c | c | c |
| Petroleum | -3 | -4 | -5 | 28 | 3,637 | +9 | +9 | 27 | 3,280 | 90 | 80 | 80 |
| Shoes and other footwear | -7 | -27 | -3 | 28 | 19,679 | 0 | +3 | 20 | 55,484 | 289 | 269 | 206 |
| Tobacco products | -7 | -6 | -5 | 289 | 37,001 | -1 | -7 | 169 | 13,653 | 57 | 54 | 58 |
| New England | -4 | -7 | -1 | 20 | 2,659 | -3 | -2 | 9 | 397 | 58 | 59 | 54 |
| Middle Atlantic | -7 | -4 | -5 | 63 | 12,359 | -8 | -12 | 42 | 5,290 | 57 | 59 | 62 |
| East North Central | -7 | -5 | -6 | 57 | 6,472 | +15 | +2 | 32 | 2,401 | 60 | 49 | 55 |
| West North Central | -10 | -7 | -8 | 45 | 4,761 | -5 | -11 | 29 | 1,955 | 62 | 61 | 65 |
| South Atlantic | -7 | -9 | -6 | 21 | 3,765 | 0 | -7 | 18 | 1,781 | 53 | 48 | 51 |
| East South Central | -6 | -16 | -4 | 13 | 1,154 | +15 | -8 | 7 | 373 | 59 | 50 | 51 |
| West South Central | +1 | -2 | +1 | 27 | 2,100 | +15 | +1 | 11 | 500 | 46 | 40 | 48 |
| Mountain | +2 | -4 | +5 | 19 | 1,211 | -8 | +3 | 8 | 322 | 44 | 46 | 41 |
| Pacific | -13 | -10 | -6 | 24 | 2,520 | +2 | +2 | 13 | 634 | 57 | 59 | 52 |
| Wines and spirits[e] | +5 | -12 | -2 | 317 | 77,925 | +5 | +2 | 261 | 96,335 | 152 | 151 | 132 |
| New England | +13 | +4 | -2 | 25 | 4,570 | +8 | -9 | 19 | 3,633 | 106 | 106 | 117 |
| Middle Atlantic | +8 | -8 | +1 | 51 | 26,033 | +9 | +3 | 45 | 29,515 | 139 | 135 | 126 |
| East North Central | +9 | -8 | +1 | 50 | 10,788 | 0 | +4 | 41 | 12,827 | 149 | 166 | 131 |
| West North Central | -8 | -22 | -6 | 33 | 5,235 | +9 | -10 | 26 | 5,122 | 138 | 121 | 136 |
| South Atlantic | +16 | -5 | -4 | 46 | 10,661 | -2 | +5 | 42 | 11,393 | 118 | 140 | 106 |
| East South Central | -3 | -4 | -12 | 16 | 2,630 | +29 | -4 | 13 | 3,503 | 168 | 126 | 163 |
| West South Central | -13 | -20 | -9 | 38 | 6,104 | -10 | 0 | 32 | 12,679 | 229 | 221 | 179 |
| Mountain | +8 | -5 | +7 | 17 | 2,086 | +5 | +19 | 15 | 2,585 | 142 | 146 | 111 |
| Pacific | -1 | -30 | -1 | 41 | 9,818 | +20 | +5 | 28 | 15,078 | 209 | 171 | 138 |
| Miscellaneous | +21 | -7 | +9 | 11 | 2,410 | +4 | +4 | 4 | 1,293 | 219 | 251 | 188 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

| | |
|---|---|
| New England - (Conn., Maine, Mass., N.H., R.I., Vt.) | South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.) |
| Middle Atlantic - (N.J., N.Y., Pa.) | East South Central - (Ala., Ky., Miss., Tenn.) |
| East North Central - (Ill., Ind., Mich., Ohio, Wis.) | West South Central - (Ark., La., Okla., Texas) |
| West North Central - (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.) | Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.) |
| | Pacific - (Calif., Oreg., Wash.) |

42364

Ref.

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
ROY V. PEEL, *Director*

For release
June 20, 1950

## SALES AND INVENTORIES

For LIBRARY OF THE
JUL 5 1950
UNIVERSITY OF ILLINOIS

### UNITED STATES SUMMARY-GEOGRAPHIC DIVISIONS

### MAY 1950

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 3,993 wholesale houses in various lines of trade.

### SALES

Wholesale dollar sales for the month of May increased 11 percent above the previous month and registered a 9 percent gain over May 1949. Cumulative sales for the first five months of this year increased slightly (1%) over the corresponding period a year ago. Regionally, all geographic divisions experienced sales increases over May 1949, ranging from 3 percent in the West South Central Division to 14 percent in New England. Sales gains over the previous month ranged from 9 percent in the West North Central and South Atlantic Divisions to 15 percent in the East South Central.

With few exceptions (machinery, equipment and supplies, farm supplies, fresh fruits and vegetables, and leather and shoe findings), May sales for trades covered by this report were higher than those for the corresponding month a year ago. Compared with the previous month, paints and varnishes, clothing and furnishings, farm supplies, and shoes and other footwear were the only trades that did not experience sales increases.

### INVENTORIES

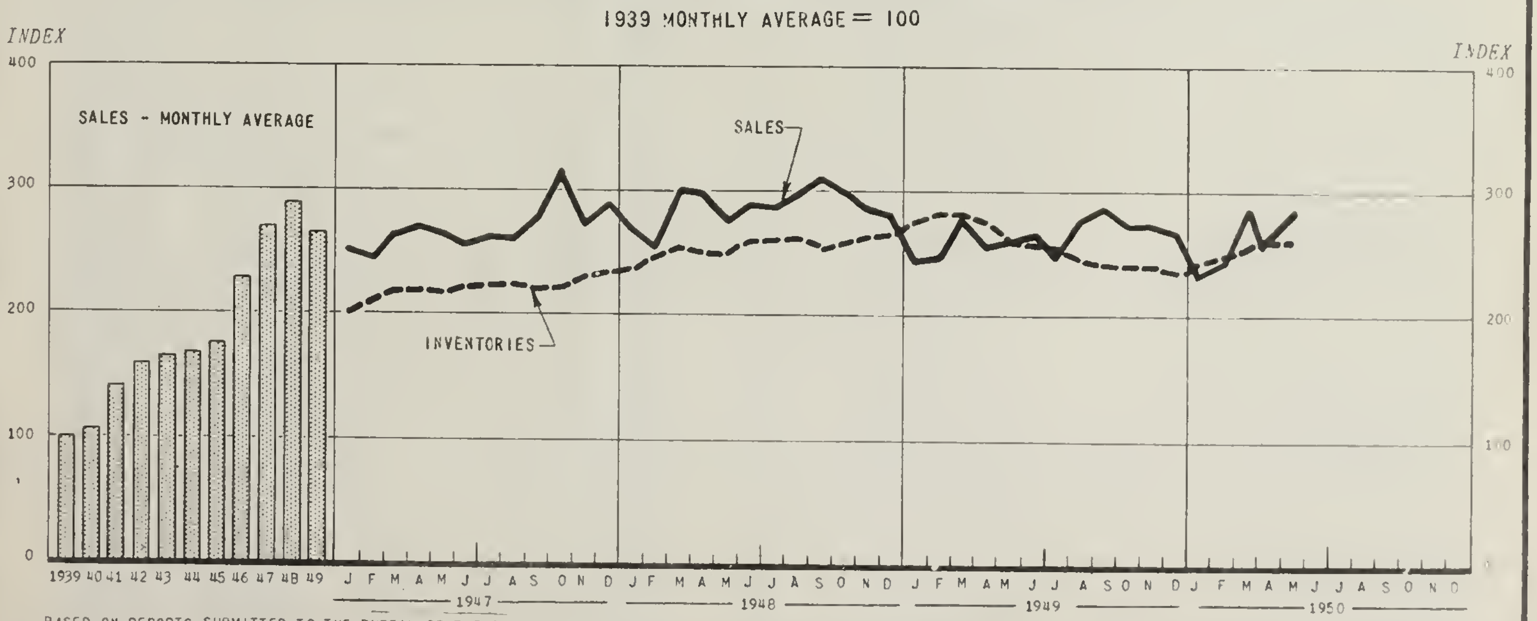
Little or no change was reported in the total dollar value of May inventories of wholesalers compared with the previous month (+1%) or the same month a year ago (-1%). According to reports of 2,922 establishments reporting inventories in conjunction with sales, the May stock-sales ratio of 156 was 16 points below the May 1949 ratio and 11 points below the previous month.

### RETAIL TRADE

May sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 5 percent above the previous month and 8 percent more than May 1949. Cumulative sales for the first five months of 1950 were 4 percent above the corresponding period in 1949.

## TRENDS IN WHOLESALERS' SALES AND INVENTORIES

(Service and Limited Function Wholesalers Only)



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# MAY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1950 panel | | Percent change | | May 1950 panel | | | | |
| | May 1950 from May 1949 | May 1950 from Apr. 1950 | 5 mos. 1950 from 5 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | May 1950 from May 1949 | May 1950 from Apr. 1950 | No. of establishments reporting | Reported dollar values (add 000) | May 1950 | May 1949 | Apr. 1950 |
| United States total | +9 | +11 | +1 | 3,993 | $699,752 | -1 | +1 | 2,922 | $851,292 | 156 | 172 | 167 |
| New England | +14 | +14 | +4 | 239 | 31,311 | -5 | 0 | 168 | 30,201 | 138 | 166 | 150 |
| Middle Atlantic | +11 | +10 | +3 | 750 | 145,244 | -1 | +1 | 489 | 130,093 | 124 | 141 | 133 |
| East North Central | +13 | +14 | +3 | 809 | 130,760 | 0 | +2 | 603 | 137,991 | 132 | 149 | 144 |
| West North Central | +3 | +9 | -1 | 431 | 86,422 | 0 | +3 | 330 | 116,571 | 171 | 176 | 181 |
| South Atlantic | +13 | +9 | +2 | 469 | 72,758 | +1 | +1 | 352 | 80,812 | 137 | 152 | 145 |
| East South Central | +8 | +15 | 0 | 203 | 30,242 | +5 | -3 | 142 | 31,879 | 140 | 145 | 165 |
| West South Central | +3 | +12 | -2 | 353 | 60,649 | 0 | -2 | 277 | 84,266 | 170 | 176 | 193 |
| Mountain | +9 | +12 | +4 | 171 | 23,732 | 0 | 0 | 136 | 32,311 | 162 | 177 | 178 |
| Pacific | +7 | +10 | +1 | 477 | 84,157 | -2 | -1 | 345 | 107,729 | 174 | 193 | 187 |
| Automotive supplies | +10 | +16 | +2 | 262 | 17,144 | 0 | +1 | 154 | 15,077 | 240 | 248 | 263 |
| New England | +6 | +8 | -12 | 9 | 436 | c | c | c | c | c | c | c |
| Middle Atlantic | 0 | +24 | -9 | 37 | 883 | -2 | +1 | 32 | 1,704 | 260 | 273 | 306 |
| East North Central | +10 | +15 | +4 | 59 | 3,820 | +3 | +1 | 45 | 5,493 | 208 | 217 | 231 |
| West North Central | +7 | +15 | -3 | 41 | 3,871 | -4 | +4 | 16 | 1,718 | 287 | 285 | 320 |
| South Atlantic | +29 | +22 | +19 | 20 | 2,666 | +2 | +2 | 12 | 1,165 | 291 | 274 | 303 |
| South Central | +14 | +20 | +11 | 19 | 2,461 | +3 | +1 | 13 | 1,517 | 231 | 221 | 252 |
| Mountain | -6 | -12 | -4 | 17 | 781 | +18 | -2 | 7 | 965 | 289 | 233 | 239 |
| Pacific | +9 | +22 | -5 | 55 | 1,800 | -11 | -3 | 21 | 1,307 | 311 | 394 | 342 |
| Electrical group, total | +12 | +15 | +6 | 706 | 141,455 | -14 | +3 | 573 | 159,170 | 127 | 166 | 138 |
| Full-line wholesalers | +11 | +16 | +2 | 423 | 104,608 | -16 | +3 | 397 | 130,692 | 130 | 171 | 142 |
| New England | +12 | +17 | +9 | 33 | 6,495 | -25 | +2 | 32 | 7,573 | 121 | 181 | 133 |
| Middle Atlantic | +14 | +8 | +3 | 64 | 16,324 | -20 | +4 | 56 | 18,087 | 115 | 166 | 117 |
| East North Central | +18 | +19 | +4 | 86 | 22,688 | -16 | +7 | 76 | 26,445 | 127 | 179 | 131 |
| West North Central | -11 | +12 | -15 | 38 | 9,809 | -12 | +7 | 37 | 13,531 | 140 | 142 | 144 |
| South Atlantic | +23 | +23 | +7 | 61 | 15,112 | -5 | +5 | 58 | 18,585 | 127 | 167 | 150 |
| East South Central | +10 | +25 | +3 | 25 | 5,212 | -3 | +2 | 24 | 5,416 | 110 | 123 | 127 |
| West South Central | +5 | +17 | -4 | 46 | 10,408 | -14 | -7 | 46 | 15,044 | 145 | 176 | 182 |
| Mountain | +9 | +23 | +2 | 19 | 4,050 | -21 | +5 | 19 | 5,361 | 132 | 183 | 155 |
| Pacific | +7 | +12 | +4 | 51 | 14,510 | -22 | +2 | 49 | 20,650 | 144 | 198 | 158 |
| Wiring supplies, construction materials distributors | +15 | +34 | -3 | 154 | 9,594 | -5 | +2 | 91 | 8,062 | 132 | 165 | 144 |
| New England | +22 | +23 | -4 | 13 | 507 | +10 | +6 | 5 | 263 | 148 | 204 | 192 |
| Middle Atlantic | +11 | +57 | -5 | 42 | 1,770 | +1 | +2 | 23 | 1,658 | 184 | 197 | 194 |
| East North Central | +17 | +31 | +3 | 37 | 2,756 | +4 | +7 | 24 | 2,703 | 143 | 167 | 156 |
| West North Central | -2 | +28 | -10 | 8 | 809 | -5 | -2 | 5 | 462 | 127 | 148 | 162 |
| South Atlantic | +29 | +6 | -2 | 17 | 1,542 | -28 | -9 | 12 | 1,021 | 73 | 138 | 82 |
| South Central | +6 | +91 | -14 | 14 | 827 | -8 | +2 | 7 | 767 | 179 | 193 | 214 |
| Mountain | +5 | +13 | 0 | 4 | 224 | c | c | c | c | c | c | c |
| Pacific | +29 | +73 | +15 | 14 | 678 | +5 | +4 | 9 | 565 | 144 | 180 | 142 |
| Appliances and specialties wholesalers | +19 | +7 | +33 | 129 | 27,253 | +1 | -1 | 85 | 20,416 | 110 | 136 | 113 |
| New England | +72 | +73 | +60 | 14 | 2,060 | +36 | +5 | 10 | 1,190 | 125 | 133 | 110 |
| Middle Atlantic | +14 | -14 | +28 | 25 | 9,830 | -8 | +7 | 13 | 4,783 | 102 | 155 | 86 |
| East North Central | +20 | -13 | +54 | 18 | 1,981 | +22 | +6 | 8 | 1,472 | 104 | 102 | 74 |
| West North Central | +8 | -1 | +16 | 16 | 2,228 | +4 | +1 | 13 | 3,719 | 170 | 176 | 165 |
| South Atlantic | +24 | +10 | +34 | 18 | 4,175 | -16 | -7 | 16 | 3,351 | 93 | 138 | 103 |
| South Central | -2 | +85 | +6 | 11 | 2,703 | -5 | -19 | 9 | 1,977 | 84 | 86 | 169 |
| Mountain | +36 | +52 | +42 | 9 | 1,203 | +22 | -3 | 6 | 1,364 | 147 | 172 | 178 |
| Pacific | +30 | +34 | +59 | 14 | 2,846 | +11 | -17 | 6 | 1,913 | 89 | 109 | 113 |
| Furniture and house furnishings | +30 | +14 | +16 | 76 | 14,882 | +5 | 0 | 59 | 20,712 | 164 | 204 | 185 |
| New England | +17 | +12 | +14 | 6 | 864 | +19 | +7 | 4 | 1,221 | 147 | 145 | 151 |
| Middle Atlantic | +24 | +9 | +7 | 12 | 2,525 | +4 | -4 | 8 | 3,201 | 166 | 202 | 192 |
| East North Central | +37 | +24 | +11 | 5 | 1,447 | c | c | c | c | c | c | c |
| South Central | +44 | +14 | +35 | 8 | 1,489 | c | c | c | c | c | c | c |
| Mountain | +43 | +15 | +36 | 7 | 1,045 | +18 | +5 | 5 | 1,474 | 196 | 221 | 205 |
| Pacific | +39 | +8 | +24 | 10 | 1,896 | -6 | +4 | 8 | 2,824 | 161 | 239 | 166 |
| Hardware | +11 | +11 | +1 | 142 | 54,409 | +4 | +1 | 109 | 100,537 | 229 | 248 | 252 |
| New England | -4 | +17 | -7 | 5 | 773 | -9 | -3 | 4 | 1,652 | 272 | 284 | 337 |
| Middle Atlantic | +17 | +14 | +2 | 28 | 8,330 | +6 | -2 | 20 | 11,366 | 165 | 183 | 192 |
| East North Central | +17 | +15 | +9 | 20 | 11,076 | +9 | +2 | 19 | 23,345 | 216 | 233 | 243 |
| West North Central | +2 | +10 | -5 | 17 | 10,518 | +5 | +7 | 16 | 23,558 | 268 | 261 | 273 |
| South Atlantic | +12 | +12 | -1 | 23 | 4,523 | +8 | -6 | 19 | 8,217 | 204 | 218 | 250 |
| East South Central | +11 | +13 | +1 | 12 | 4,228 | +8 | -8 | 6 | 3,665 | 174 | 185 | 228 |
| West South Central | +10 | +8 | +6 | 15 | 4,851 | +5 | +8 | 9 | 7,199 | 234 | 269 | 236 |
| Mountain | +14 | +9 | +1 | 7 | 2,157 | +20 | +5 | 4 | 2,812 | 306 | 298 | 314 |
| Pacific | +9 | +7 | -2 | 15 | 7,953 | -7 | -1 | 12 | 18,723 | 277 | 327 | 296 |
| Industrial supplies | +7 | +10 | -7 | 69 | 9,352 | -5 | +1 | 52 | 15,540 | 217 | 258 | 241 |
| New England | +40 | +16 | +8 | 9 | 863 | +8 | 0 | 8 | 2,267 | 284 | 374 | 328 |
| Middle Atlantic | -3 | +7 | -23 | 17 | 1,251 | -10 | -2 | 10 | 1,310 | 155 | 180 | 174 |
| East North Central | +27 | +15 | -3 | 7 | 695 | -2 | +3 | 6 | 569 | 198 | 236 | 221 |
| West North Central | +5 | +6 | -2 | 7 | 636 | -2 | +10 | 5 | 939 | 216 | 218 | 201 |
| South Atlantic | +1 | -8 | -9 | 8 | 581 | -3 | +1 | 7 | 1,448 | 253 | 264 | 233 |
| South Central | +1 | +10 | -10 | 9 | 4,383 | -9 | +1 | 7 | 7,493 | 205 | 256 | 239 |
| Pacific | +19 | +9 | +2 | 7 | 542 | -2 | 0 | 5 | 900 | 261 | 300 | 27 |
| Jewelry | +7 | +13 | -9 | 159 | 5,943 | +4 | +1 | 88 | 10,833 | 255 | 252 | 271 |
| Middle Atlantic | +14 | +14 | -2 | 52 | 1,888 | -1 | +6 | 21 | 2,426 | 214 | 231 | 230 |
| East North Central | +7 | +8 | -8 | 44 | 1,808 | +1 | +7 | 22 | 3,196 | 261 | 267 | 228 |
| West North Central | -8 | +7 | -20 | 12 | 520 | -1 | -3 | 10 | 1,160 | 285 | 270 | 316 |
| South Atlantic | +4 | +7 | -7 | 7 | 232 | -15 | -2 | 5 | 405 | 210 | 262 | 228 |
| South Central | +8 | +11 | -10 | 7 | 204 | -4 | +1 | 5 | 663 | 388 | 420 | 377 |
| Pacific | +1 | +19 | -13 | 27 | 1,172 | +25 | -5 | 19 | 2,839 | 264 | 214 | 339 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## MAY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1950 panel | | Percent change | | May 1950 panel | | | | |
| | May 1950 from May 1949 | May 1950 from April 1950 | 5 mos. 1950 from 5 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | May 1950 from May 1949 | May 1950 from April 1950 | No. of establishments reporting | Reported dollar values (add 000) | May 1950 | May 1949 | April 1950 |
| Lumber and building materials | +36 | +19 | +19 | 67 | $13,755 | +7 | +3 | 46 | $10,208 | 103 | 123 | 115 |
| Middle Atlantic | +23 | +10 | +3 | 13 | 3,408 | +2 | +5 | 5 | 986 | 43 | 45 | 44 |
| East North Central | +34 | +36 | +17 | 11 | 1,655 | -13 | +2 | 8 | 1,099 | 85 | 131 | 120 |
| West North Central | +70 | +24 | +31 | 5 | 911 | c | c | c | c | c | c | c |
| South Atlantic | +71 | +27 | +36 | 7 | 1,555 | +9 | -1 | 5 | 263 | 56 | 61 | 59 |
| Mountain | +8 | +16 | +11 | 6 | 1,706 | +2 | -1 | 5 | 2,153 | 146 | 157 | 164 |
| Pacific | +47 | +15 | +24 | 8 | 1,707 | +16 | +11 | 6 | 1,811 | 130 | 165 | 137 |
| Machinery equipment, supplies (except electrical) | -3 | +30 | -6 | 48 | 7,061 | +10 | 0 | 33 | 11,573 | 224 | 184 | 254 |
| Middle Atlantic | +6 | +9 | -17 | 7 | 908 | +1 | +1 | 4 | 1,111 | 198 | 221 | 213 |
| East North Central | +32 | +33 | +7 | 10 | 786 | +2 | -1 | 9 | 1,106 | 141 | 183 | 191 |
| South Atlantic | -20 | +7 | -22 | 6 | 841 | 0 | +6 | 4 | 1,774 | 269 | 199 | 256 |
| West South Central | -4 | +79 | +2 | 9 | 2,774 | +23 | -3 | 6 | 5,327 | 284 | 193 | 362 |
| Pacific | -18 | +4 | -5 | 8 | 534 | -2 | +2 | 4 | 605 | 289 | 173 | 253 |
| Metals | +49 | +16 | +11 | 26 | 9,182 | -12 | +2 | 21 | 10,942 | 125 | 212 | 142 |
| Optical goods | +7 | +13 | -2 | 12 | 299 | -8 | -1 | 5 | 145 | 127 | 148 | 128 |
| Paints and varnishes | +7 | 0 | -4 | 53 | 5,560 | -2 | +1 | 46 | 14,008 | 262 | 288 | 258 |
| Plumbing and heating supplies | +17 | +19 | -4 | 85 | 9,760 | +2 | +1 | 61 | 11,850 | 151 | 178 | 174 |
| New England | +36 | +18 | +11 | 7 | 304 | c | c | c | c | c | c | c |
| Middle Atlantic | +24 | +33 | -1 | 19 | 1,050 | +2 | -3 | 11 | 1,451 | 215 | 257 | 300 |
| East North Central | +13 | +32 | -3 | 13 | 968 | +11 | -2 | 10 | 1,405 | 198 | 189 | 242 |
| West North Central | +14 | +21 | -3 | 11 | 1,123 | +15 | +6 | 9 | 1,771 | 174 | 174 | 200 |
| Refrigeration equipment, parts (commercial) | +20 | +30 | +10 | 27 | 1,224 | +6 | 0 | 19 | 1,764 | 196 | 223 | 253 |
| Middle Atlantic | +20 | +24 | +11 | 5 | 252 | c | c | c | c | c | c | c |
| West North Central | +23 | +43 | +15 | 4 | 287 | c | c | c | c | c | c | c |
| South Atlantic | +29 | +37 | +15 | 5 | 261 | +20 | -3 | 5 | 556 | 213 | 230 | 300 |
| Pacific | +10 | +27 | +5 | 5 | 137 | -9 | -4 | 4 | 182 | 200 | 231 | 278 |
| Surgical, medical, equipment, supplies | +22 | +9 | +12 | 36 | 3,966 | +9 | 0 | 28 | 4,278 | 119 | 137 | 130 |
| Beer | +15 | +28 | +4 | 40 | 3,421 | +3 | +5 | 34 | 750 | 28 | 27 | 34 |
| Middle Atlantic | -15 | +27 | -5 | 7 | 338 | +26 | +26 | 5 | 67 | 20 | 14 | 20 |
| East North Central | +60 | +30 | +14 | 13 | 1,238 | -2 | -9 | 11 | 154 | 29 | 30 | 40 |
| West North Central | +8 | +31 | +6 | 5 | 1,114 | -13 | +15 | 5 | 122 | 11 | 14 | 12 |
| South Atlantic | -5 | +18 | -4 | 6 | 400 | +17 | +3 | 5 | 215 | 62 | 52 | 72 |
| Chemicals, industrial | +47 | +14 | +17 | 13 | 1,825 | +7 | -1 | 9 | 719 | 47 | 69 | 54 |
| Clothing and furnishings (except shoes) | +6 | -2 | -8 | 24 | 1,551 | +29 | -4 | 16 | 2,530 | 184 | 153 | 185 |
| Coal | +31 | +11 | -4 | 16 | 5,543 | -55 | +2 | 4 | 2,129 | 97 | 381 | 102 |
| Confectionery | +2 | +11 | -3 | 46 | 1,517 | -20 | -8 | 28 | 1,038 | 95 | 119 | 114 |
| Middle Atlantic | -3 | +14 | -6 | 8 | 357 | +4 | +5 | 4 | 132 | 63 | 53 | 67 |
| East North Central | +6 | +18 | -9 | 5 | 92 | -6 | -2 | 4 | 65 | 96 | 115 | 122 |
| South Atlantic | +4 | +13 | +1 | 12 | 266 | +11 | -3 | 7 | 213 | 115 | 107 | 138 |
| East South Central | +2 | +10 | -8 | 8 | 169 | +3 | +37 | 4 | 37 | 84 | 95 | 69 |
| Pacific | -1 | +18 | +1 | 4 | 278 | c | c | c | c | c | c | c |
| Dairy and poultry products | +14 | +9 | +4 | 26 | 6,212 | -1 | +35 | 16 | 2,133 | 41 | 47 | 32 |
| Drugs and sundries (liquor excluded) | +7 | +7 | +6 | 195 | 48,347 | +5 | -1 | 148 | 67,528 | 182 | 185 | 196 |
| New England | +7 | +6 | +4 | 14 | 2,356 | +5 | +1 | 10 | 3,253 | 182 | 187 | 192 |
| Middle Atlantic | +3 | +9 | +6 | 24 | 8,402 | +4 | -2 | 16 | 8,280 | 173 | 167 | 193 |
| East North Central | +11 | +9 | +5 | 29 | 8,320 | +6 | 0 | 21 | 9,796 | 154 | 161 | 169 |
| West North Central | +10 | +6 | +7 | 20 | 5,181 | +8 | -3 | 17 | 7,616 | 172 | 174 | 187 |
| South Atlantic | +10 | +4 | +10 | 31 | 5,792 | +5 | -1 | 22 | 7,546 | 190 | 201 | 197 |
| East South Central | +7 | +3 | +6 | 18 | 3,165 | +7 | -3 | 14 | 4,935 | 191 | 191 | 202 |
| West South Central | +6 | +5 | +8 | 28 | 6,416 | +5 | -3 | 22 | 10,805 | 205 | 209 | 221 |
| Mountain | +8 | +8 | +6 | 11 | 1,978 | +6 | +1 | 9 | 4,055 | 212 | 217 | 227 |
| Pacific | +5 | +8 | 0 | 18 | 6,557 | +5 | 0 | 15 | 10,928 | 187 | 188 | 201 |
| Dry goods | +2 | +10 | -2 | 174 | 34,165 | +3 | +1 | 141 | 74,984 | 257 | 252 | 279 |
| New England | +12 | +14 | -4 | 7 | 677 | +12 | -15 | 7 | 890 | 131 | 131 | 176 |
| Middle Atlantic | +18 | +19 | +9 | 41 | 6,245 | +15 | -2 | 28 | 10,348 | 255 | 261 | 320 |
| East North Central | +2 | +11 | +3 | 17 | 2,136 | +9 | -6 | 17 | 5,024 | 235 | 221 | 277 |
| West North Central | +2 | +9 | 0 | 14 | 5,830 | +19 | +4 | 12 | 15,578 | 271 | 230 | 282 |
| South Atlantic | +8 | +15 | 0 | 21 | 2,427 | +8 | -1 | 16 | 4,537 | 215 | 216 | 246 |
| East South Central | +2 | +7 | -2 | 17 | 1,378 | +22 | -5 | 11 | 2,958 | 293 | 254 | 321 |
| West South Central | +2 | +11 | -5 | 14 | 1,432 | +14 | -4 | 14 | 3,837 | 268 | 239 | 309 |
| Mountain | -8 | +1 | -1 | 6 | 396 | +15 | 0 | 5 | 1,173 | 325 | 262 | 334 |
| Pacific | +10 | +11 | +6 | 20 | 4,102 | -11 | -3 | 15 | 6,042 | 291 | 357 | 325 |
| Farm supplies | 0 | -13 | -4 | 19 | 3,801 | +41 | +6 | 8 | 700 | 65 | 50 | 58 |
| Fresh fruits and vegetables | -16 | +36 | -16 | 66 | 6,698 | -15 | 0 | 41 | 756 | 20 | 18 | 24 |
| New England | -9 | +52 | -15 | 9 | 524 | -22 | -19 | 8 | 35 | 9 | 11 | 17 |
| Middle Atlantic | +4 | +30 | -5 | 19 | 1,780 | -6 | +11 | 11 | 151 | 16 | 16 | 18 |
| East North Central | -14 | +95 | -6 | 14 | 1,680 | -2 | +3 | 7 | 161 | 37 | 37 | 44 |
| South Atlantic | -22 | +14 | -15 | 7 | 386 | 0 | +2 | 4 | 62 | 24 | 19 | 27 |
| East South Central | +12 | +27 | -6 | 4 | 375 | c | c | c | c | c | c | c |
| Pacific | -11 | +13 | -10 | 7 | 1,254 | +38 | -29 | 4 | 91 | 11 | 6 | 17 |

(Continued on next page)

93524

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# MAY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1950 panel | | Percent change | | May 1950 panel | | | | |
| | May 1950 from May 1949 | May 1950 from Apr. 1950 | 5 mos. 1950 from 5 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | May 1950 from May 1949 | May 1950 from Apr. 1950 | No. of establishments reporting | Reported dollar values (add 000) | May 1950 | May 1949 | Apr. 1950 |
| Groceries, total | +6 | +10 | 0 | 809 | $120,218 | +3 | -1 | 619 | $129,937 | 141 | 145 | 156 |
| Non-affiliated full-line wholesalers[d] | +4 | +11 | -2 | 555 | 60,704 | +2 | -1 | 439 | 65,937 | 137 | 139 | 154 |
| New England | +9 | +23 | -2 | 6 | 1,427 | +8 | -2 | 4 | 2,112 | 163 | 166 | 206 |
| Middle Atlantic | +4 | +12 | -1 | 23 | 2,402 | -3 | -6 | 13 | 2,169 | 135 | 144 | 160 |
| East North Central | +11 | +14 | +4 | 145 | 12,868 | +4 | -3 | 115 | 13,999 | 134 | 145 | 156 |
| West North Central | -1 | +19 | -3 | 71 | 8,059 | -10 | +2 | 62 | 11,277 | 158 | 173 | 186 |
| South Atlantic | +7 | +9 | -6 | 58 | 6,639 | +13 | -1 | 35 | 5,967 | 127 | 121 | 139 |
| East South Central | +7 | +11 | 0 | 35 | 3,990 | -4 | -1 | 26 | 3,390 | 113 | 125 | 126 |
| West South Central | +2 | +4 | -2 | 103 | 13,422 | +3 | -3 | 82 | 14,945 | 137 | 134 | 146 |
| Mountain | -4 | +18 | -14 | 20 | 1,930 | +4 | +2 | 17 | 2,417 | 137 | 127 | 159 |
| Pacific | +2 | +10 | -2 | 94 | 9,967 | +12 | -1 | 85 | 9,661 | 135 | 118 | 146 |
| Voluntary-group wholesalers | +7 | +10 | +1 | 142 | 37,265 | -2 | -2 | 113 | 43,666 | 146 | 158 | 164 |
| New England | +10 | +20 | +1 | 10 | 2,832 | -2 | -1 | 6 | 1,253 | 118 | 129 | 139 |
| Middle Atlantic | +8 | +11 | +1 | 45 | 12,533 | -11 | -4 | 31 | 13,284 | 137 | 168 | 158 |
| East North Central | +5 | +11 | -1 | 29 | 6,795 | +5 | +4 | 25 | 7,196 | 125 | 124 | 132 |
| West North Central | +4 | +6 | +3 | 30 | 8,751 | +6 | -3 | 30 | 14,734 | 168 | 165 | 184 |
| South Atlantic | +7 | +3 | +4 | 12 | 1,824 | +2 | -1 | 6 | 1,019 | 136 | 126 | 145 |
| Pacific | +5 | +11 | +1 | 5 | 2,401 | +4 | -2 | 4 | 2,202 | 123 | 122 | 141 |
| Retailer-cooperative warehouses | +7 | +10 | +4 | 20 | 9,692 | -3 | -4 | 13 | 5,801 | 114 | 131 | 132 |
| Specialty lines wholesalers | +11 | +5 | -1 | 92 | 12,557 | +24 | +5 | 54 | 14,533 | 160 | 147 | 156 |
| New England | +3 | 0 | +4 | 6 | 119 | c | c | c | c | c | c | c |
| Middle Atlantic | +4 | -3 | +2 | 22 | 3,205 | +27 | +6 | 11 | 3,347 | 138 | 114 | 124 |
| East North Central | +12 | +12 | +4 | 11 | 778 | +20 | +4 | 6 | 231 | 64 | 58 | 75 |
| South Atlantic | +18 | +18 | +5 | 22 | 1,916 | -1 | +3 | 15 | 1,486 | 91 | 109 | 105 |
| East South Central | +21 | +4 | +14 | 6 | 295 | c | c | c | c | c | c | c |
| West South Central | +5 | +14 | -10 | 5 | 333 | c | c | c | c | c | c | c |
| Pacific | +14 | +3 | -5 | 17 | 5,694 | +31 | +4 | 12 | 9,045 | 216 | 199 | 206 |
| Leather and shoe findings | -3 | +7 | -2 | 31 | 534 | +3 | 0 | 16 | 1,199 | 377 | 346 | 411 |
| Middle Atlantic | 0 | +10 | -5 | 7 | 44 | c | c | c | c | c | c | c |
| East North Central | 0 | +13 | -9 | 5 | 60 | c | c | c | c | c | c | c |
| West North Central | -6 | +10 | +25 | 5 | 64 | c | c | c | c | c | c | c |
| Pacific | -3 | +7 | -6 | 7 | 261 | c | c | c | c | c | c | c |
| Meats and meat products | +1 | +7 | -4 | 41 | 20,388 | +13 | +1 | 34 | 7,567 | 48 | 44 | 51 |
| Middle Atlantic | +6 | +11 | -7 | 11 | 3,898 | +12 | +5 | 11 | 1,821 | 47 | 44 | 50 |
| East North Central | 0 | +5 | -6 | 13 | 8,231 | +18 | -4 | 12 | 3,762 | 48 | 41 | 53 |
| South Atlantic | -3 | +42 | -11 | 5 | 498 | c | c | c | c | c | c | c |
| Pacific | -1 | +22 | -1 | 4 | 3,438 | c | c | c | c | c | c | c |
| Paper and its products | +13 | +4 | +4 | 67 | 8,682 | -1 | +1 | 39 | 7,317 | 139 | 160 | 146 |
| New England | +21 | +24 | -1 | 5 | 279 | -5 | 0 | 4 | 332 | 202 | 256 | 252 |
| Middle Atlantic | +29 | +10 | +11 | 20 | 2,323 | +12 | -1 | 12 | 1,574 | 111 | 127 | 120 |
| East North Central | +11 | 0 | +6 | 20 | 4,125 | -3 | +1 | 13 | 2,832 | 106 | 123 | 116 |
| West North Central | +4 | +7 | -1 | 4 | 271 | c | c | c | c | c | c | c |
| South Atlantic | +3 | +13 | 0 | 7 | 522 | c | c | c | c | c | c | c |
| Pacific | -7 | -7 | -13 | 6 | 759 | -15 | +4 | 4 | 1,371 | 269 | 280 | 232 |
| Petroleum | +8 | +4 | -3 | 27 | 3,730 | +9 | -1 | 26 | 3,246 | 87 | 86 | 92 |
| Shoes and other footwear | +13 | -9 | -1 | 28 | 17,916 | +2 | +9 | 20 | 60,311 | 346 | 386 | 291 |
| Tobacco products | +2 | +13 | -4 | 288 | 41,059 | -9 | +2 | 181 | 14,885 | 55 | 62 | 60 |
| New England | +3 | +12 | 0 | 20 | 2,894 | +1 | +1 | 11 | 538 | 52 | 56 | 58 |
| Middle Atlantic | +1 | +14 | -4 | 53 | 13,028 | -23 | 0 | 35 | 5,165 | 53 | 69 | 59 |
| East North Central | +4 | +16 | -4 | 71 | 6,413 | +5 | +6 | 43 | 2,782 | 55 | 55 | 59 |
| West North Central | +2 | +14 | -6 | 43 | 4,715 | -4 | +10 | 28 | 1,992 | 58 | 63 | 60 |
| South Atlantic | -2 | +8 | -5 | 21 | 4,078 | -2 | 0 | 19 | 1,829 | 49 | 48 | 52 |
| East South Central | +18 | +14 | 0 | 11 | 1,297 | +13 | +7 | 6 | 383 | 56 | 57 | 59 |
| West South Central | +8 | +20 | +2 | 26 | 2,122 | +14 | +5 | 10 | 499 | 58 | 53 | 57 |
| Mountain | +12 | +1 | +6 | 15 | 1,102 | -2 | -19 | 13 | 707 | 77 | 82 | 96 |
| Pacific | -10 | +11 | -6 | 22 | 2,536 | +1 | -6 | 11 | 463 | 46 | 52 | 56 |
| Wines and spirits[e] | +7 | +7 | 0 | 285 | 73,547 | +8 | +2 | 226 | 81,597 | 150 | 150 | 155 |
| New England | +6 | -5 | 0 | 25 | 4,091 | +10 | +6 | 17 | 3,414 | 135 | 136 | 119 |
| Middle Atlantic | +10 | +11 | +3 | 44 | 25,857 | +13 | +5 | 36 | 23,425 | 128 | 130 | 137 |
| East North Central | +15 | +15 | +3 | 46 | 10,407 | -1 | +4 | 37 | 10,827 | 137 | 151 | 146 |
| West North Central | +2 | +20 | -4 | 30 | 5,906 | +21 | +14 | 22 | 5,250 | 156 | 140 | 141 |
| South Atlantic | +1 | -11 | -4 | 39 | 8,122 | +5 | +4 | 35 | 10,707 | 145 | 137 | 124 |
| East South Central | -1 | +3 | -10 | 18 | 3,153 | +14 | -3 | 15 | 4,110 | 152 | 136 | 169 |
| West South Central | +6 | +15 | -6 | 36 | 6,613 | -2 | -6 | 30 | 10,808 | 177 | 194 | 225 |
| Mountain | +9 | +3 | +8 | 17 | 2,003 | +2 | -2 | 15 | 2,363 | 135 | 147 | 143 |
| Pacific | +4 | +3 | 0 | 30 | 7,395 | +18 | -5 | 19 | 10,693 | 234 | 212 | 234 |
| Miscellaneous | +21 | +13 | +14 | 30 | 7,323 | -1 | -11 | 23 | 5,388 | 101 | 119 | 129 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill, Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colol, Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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Ref.

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

THE LIBRARY OF THE
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For release
August 1, 1950

## JUNE 1950

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 3,930 wholesale houses in various lines of trade.

### SALES

June sales of wholesalers rose 4 percent over the previous month and were 11 percent above sales a year ago. Cumulative sales for the first six months were 3 percent higher than in the first half of 1949.

Regionally, only the East South Central division indicated a decline (2%) from May 1950 sales. All geographic divisions experienced increases over June a year ago, ranging from 3 percent in the West North Central region to 16 percent in the Mountain division. Compared with sales in the first half of 1949, gains were noted in all but the West North and West South Central regions, which were off only 1 percent.

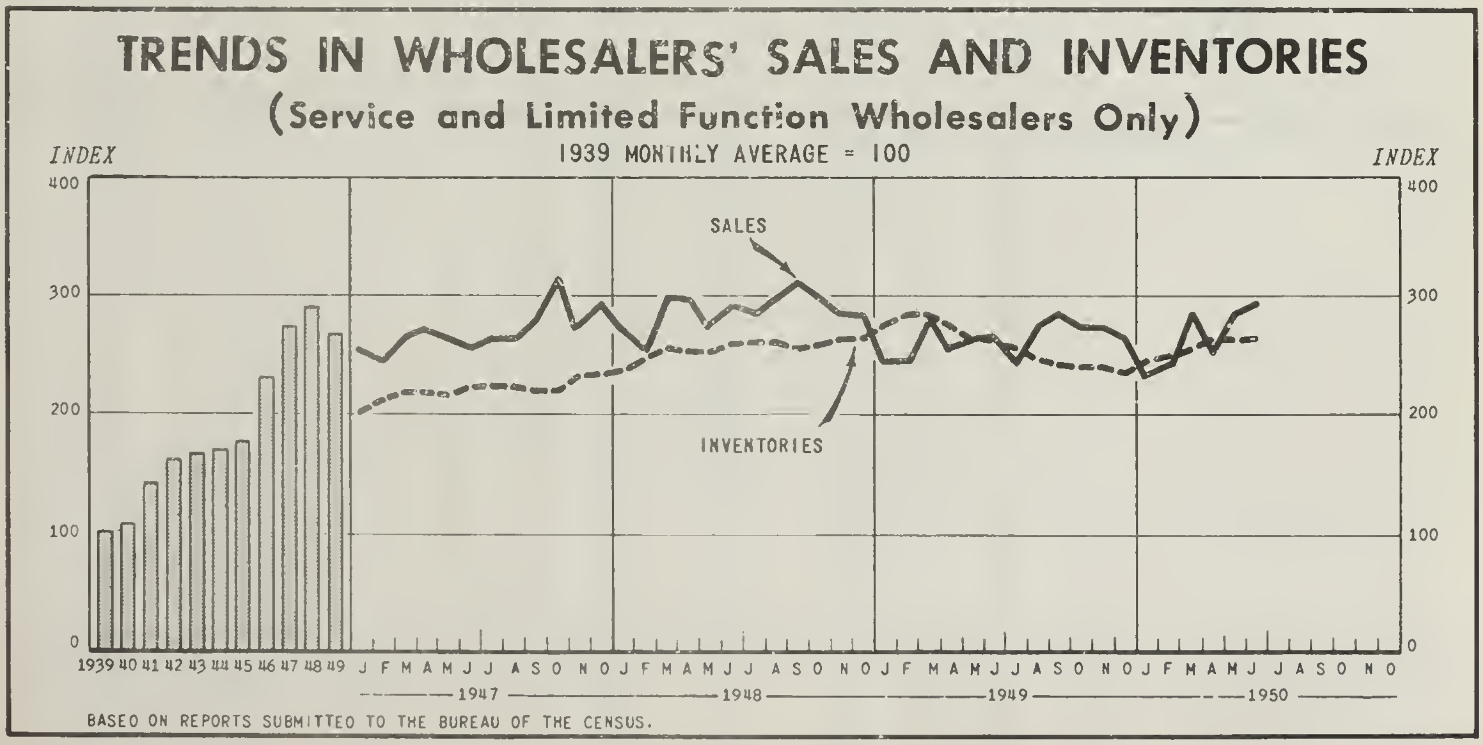
Most trades reported sales advances over the previous month and more substantial gains over June a year ago. Only three trades (beer, farm supplies, and fresh fruits and vegetables) experienced declines below their June 1949 level. While electrical wiring supplies and construction materials distributors showed the highest month-to-month increase, 18 percent, metals wholesalers reported the greatest gain over last June, 61 percent. However, for the first six months of 1950, electrical appliances and specialty wholesalers led with an increase of 28 percent over the first half of 1949.

### INVENTORIES

Wholesalers inventories at the end of June showed little or no change from their May 31 level, but were 4 percent higher than the dollar value of stocks on hand last June. For the most trades, the stock level at the end of June varied little from that of the previous month. Coal indicated the largest month-to-month increase, 56 percent. Compared with stocks a year ago, however, coal showed the heaviest decline, 42 percent. According to the reports of 2,905 establishments reporting inventories in conjunction with sales, the June stock-sales ratio off 150 was 5 points below the previous month and 10 points lower than a year ago.

### RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, June sales of independent retail stores were 3 percent above May 1950 and 13 percent higher than June of last year. Sales during the first half of 1950 were 5 percent above the same period in 1949.


TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)

BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1950 panel | | Percent change | | June 1950 panel | | | | |
| | June 1950 from June 1949 | June 1950 from May 1950 | 6 mos. 1950 from 6 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | June 1950 from June 1949 | June 1950 from May 1950 | No. of establishments reporting | Reported dollar values (add 000) | June 1950 | June 1949 | May 1950 |
| United States total | +11 | +4 | +3 | 3,930 | $726,308 | +4 | 0 | 2,905 | $840,541 | 150 | 160 | 155 |
| New England | +13 | +5 | +6 | 232 | 31,568 | 0 | 0 | 173 | 29,740 | 132 | 150 | 137 |
| Middle Atlantic | +11 | +2 | +4 | 721 | 146,735 | +4 | +1 | 497 | 124,117 | 115 | 126 | 118 |
| East North Central | +15 | +4 | +5 | 784 | 135,223 | +4 | 0 | 601 | 135,614 | 128 | 142 | 131 |
| West North Central | +3 | +4 | -1 | 438 | 94,282 | +8 | +1 | 337 | 126,683 | 172 | 164 | 178 |
| South Atlantic | +13 | 0 | +4 | 459 | 71,777 | +5 | -1 | 337 | 79,980 | 139 | 149 | 140 |
| East South Central | +12 | -2 | +2 | 192 | 28,529 | +15 | +1 | 129 | 27,262 | 141 | 133 | 137 |
| West South Central | +5 | +2 | -1 | 345 | 59,799 | +5 | -2 | 258 | 78,329 | 163 | 164 | 169 |
| Mountain | +16 | +7 | +6 | 169 | 25,120 | +5 | -2 | 127 | 29,079 | 142 | 159 | 156 |
| Pacific | +14 | +7 | +4 | 526 | 98,171 | +2 | -1 | 382 | 111,690 | 158 | 177 | 171 |
| Automotive supplies | +15 | +5 | +4 | 271 | 17,590 | +1 | -1 | 170 | 16,848 | 234 | 243 | 257 |
| New England | +19 | +25 | -6 | 9 | 547 | -2 | -5 | 4 | 398 | 190 | 181 | 238 |
| Middle Atlantic | +7 | +12 | -6 | 39 | 1,172 | 0 | +2 | 36 | 2,354 | 218 | 232 | 239 |
| East North Central | +13 | +8 | +5 | 56 | 3,665 | +8 | +1 | 45 | 5,070 | 206 | 199 | 218 |
| West North Central | +17 | +6 | +1 | 45 | 4,575 | -4 | -3 | 21 | 2,876 | 252 | 282 | 286 |
| South Atlantic | +30 | -7 | +20 | 15 | 1,992 | +2 | -2 | 9 | 827 | 267 | 264 | 284 |
| South Central | +24 | -1 | +13 | 13 | 2,190 | -3 | -6 | 7 | 909 | 189 | 238 | 238 |
| Mountain | +15 | +15 | -1 | 15 | 857 | +9 | -1 | 4 | 745 | 239 | 283 | 267 |
| Pacific | +1 | +3 | -4 | 79 | 2,592 | -1 | -1 | 44 | 3,669 | 308 | 301 | 326 |
| Electrical group, total | +15 | +1 | +8 | 651 | 136,111 | -1 | +2 | 577 | 164,541 | 128 | 151 | 129 |
| Full-line wholesalers | +15 | +3 | +4 | 413 | 105,349 | -2 | +2 | 404 | 135,912 | 131 | 154 | 132 |
| New England | +17 | 0 | +10 | 32 | 6,003 | -11 | +3 | 32 | 7,709 | 128 | 168 | 125 |
| Middle Atlantic | +17 | 0 | +5 | 61 | 16,174 | -6 | +5 | 58 | 19,238 | 122 | 151 | 116 |
| East North Central | +28 | +5 | +8 | 85 | 22,517 | -3 | +5 | 83 | 28,255 | 127 | 170 | 127 |
| West North Central | 0 | +6 | -12 | 37 | 10,241 | -4 | -1 | 37 | 13,438 | 131 | 136 | 140 |
| South Atlantic | +29 | +2 | +11 | 58 | 15,333 | +3 | -2 | 56 | 18,193 | 122 | 156 | 127 |
| East South Central | +16 | +5 | +5 | 22 | 4,806 | +13 | +4 | 21 | 5,079 | 108 | 110 | 112 |
| West South Central | +1 | +7 | -3 | 46 | 11,139 | +8 | -1 | 46 | 16,490 | 148 | 138 | 161 |
| Mountain | +20 | +1 | +5 | 19 | 4,074 | -6 | +3 | 19 | 5,502 | 135 | 172 | 132 |
| Pacific | +7 | +3 | +5 | 53 | 15,062 | -7 | +5 | 52 | 22,008 | 147 | 169 | 144 |
| Wiring supplies, construction materials distributors | +30 | +18 | +2 | 132 | 9,537 | +3 | +2 | 91 | 8,577 | 117 | 152 | 137 |
| New England | +31 | +23 | +1 | 11 | 547 | +5 | +4 | 4 | 170 | 81 | 200 | 130 |
| Middle Atlantic | +11 | +17 | -3 | 32 | 1,177 | +1 | +1 | 19 | 1,179 | 141 | 161 | 160 |
| East North Central | +29 | +16 | +7 | 31 | 2,578 | +10 | 0 | 24 | 2,723 | 133 | 155 | 155 |
| West North Central | +19 | +22 | -5 | 12 | 1,535 | +13 | +7 | 10 | 1,456 | 137 | 134 | 152 |
| South Atlantic | +68 | +24 | +8 | 19 | 2,088 | -19 | +6 | 13 | 1,098 | 60 | 133 | 73 |
| South Central | +19 | +9 | -8 | 11 | 769 | -6 | -7 | 9 | 945 | 148 | 180 | 166 |
| Mountain | +14 | +15 | +3 | 5 | 282 | c | c | c | c | c | c | c |
| Pacific | +36 | +11 | +19 | 11 | 561 | +18 | +3 | 10 | 852 | 153 | 177 | 164 |
| Appliances and specialties wholesalers | +7 | -12 | +28 | 106 | 21,225 | +8 | 0 | 82 | 20,052 | 119 | 128 | 112 |
| New England | +34 | +8 | +54 | 13 | 1,319 | +39 | -15 | 11 | 1,181 | 104 | 102 | 132 |
| Middle Atlantic | +2 | -19 | +24 | 22 | 7,753 | +5 | +13 | 12 | 4,966 | 116 | 150 | 102 |
| East North Central | -2 | -19 | +44 | 14 | 1,702 | +21 | 0 | 10 | 1,903 | 125 | 101 | 102 |
| West North Central | +7 | -1 | +14 | 12 | 2,171 | +10 | -7 | 11 | 3,442 | 160 | 155 | 169 |
| South Atlantic | +1 | -14 | +28 | 16 | 2,727 | +7 | -1 | 14 | 2,781 | 120 | 111 | 101 |
| South Central | -3 | -21 | +4 | 10 | 1,881 | -8 | -9 | 8 | 1,786 | 97 | 101 | 84 |
| Mountain | +21 | -13 | +38 | 6 | 813 | +40 | 0 | 6 | 1,364 | 168 | 145 | 146 |
| Pacific | +34 | +13 | +53 | 13 | 2,859 | -4 | +3 | 10 | 2,629 | 96 | 135 | 105 |
| Furniture and house furnishings | +26 | -2 | +18 | 74 | 15,472 | +9 | -2 | 62 | 20,650 | 153 | 175 | 155 |
| New England | +17 | -6 | +15 | 4 | 788 | +8 | -12 | 4 | 1,141 | 145 | 156 | 155 |
| Middle Atlantic | +44 | +4 | +12 | 16 | 2,854 | +13 | +11 | 14 | 3,814 | 171 | 215 | 159 |
| East North Central | +34 | +3 | +18 | 8 | 2,555 | -5 | -3 | 6 | 2,971 | 130 | 188 | 139 |
| West North Central | +6 | -5 | +12 | 9 | 2,415 | +1 | -3 | 9 | 3,848 | 159 | 168 | 157 |
| South Atlantic | +16 | -14 | -3 | 5 | 780 | c | c | c | c | c | c | c |
| South Central | +16 | -9 | +28 | 14 | 1,678 | +24 | -11 | 14 | 3,133 | 187 | 175 | 191 |
| Mountain | +56 | +15 | +40 | 7 | 1,294 | +42 | 0 | 5 | 1,348 | 142 | 143 | 163 |
| Pacific | +23 | -5 | +23 | 10 | 3,108 | +5 | -2 | 9 | 4,094 | 135 | 156 | 131 |
| Hardware | +19 | +5 | +4 | 136 | 55,603 | +7 | -2 | 108 | 99,475 | 213 | 236 | 228 |
| New England | +21 | +6 | -3 | 4 | 647 | -10 | -5 | 4 | 1,577 | 244 | 330 | 272 |
| Middle Atlantic | +26 | +4 | +6 | 27 | 8,379 | +4 | -10 | 21 | 10,584 | 143 | 175 | 166 |
| East North Central | +29 | +6 | +13 | 19 | 11,588 | +12 | -1 | 18 | 22,521 | 200 | 230 | 213 |
| West North Central | +8 | +12 | -3 | 16 | 11,694 | +6 | -3 | 15 | 22,517 | 230 | 235 | 268 |
| South Atlantic | +22 | -3 | +2 | 21 | 4,769 | -1 | -5 | 18 | 8,789 | 205 | 250 | 200 |
| East South Central | +26 | -5 | +5 | 11 | 3,925 | +12 | +1 | 5 | 3,435 | 190 | 190 | 169 |
| West South Central | +8 | +4 | +6 | 14 | 3,740 | +6 | -2 | 9 | 7,066 | 233 | 235 | 234 |
| Mountain | +9 | +7 | +2 | 8 | 2,186 | +8 | -3 | 5 | 2,439 | 267 | 280 | 312 |
| Pacific | +22 | +7 | +2 | 16 | 8,675 | +11 | +5 | 13 | 20,547 | 277 | 295 | 282 |
| Industrial supplies | +16 | +2 | -2 | 70 | 11,750 | -6 | 0 | 51 | 18,665 | 204 | 264 | 204 |
| New England | +35 | +2 | +12 | 9 | 877 | +1 | -4 | 8 | 2,178 | 268 | 367 | 284 |
| Middle Atlantic | +12 | +7 | -18 | 17 | 1,337 | -9 | +1 | 9 | 1,324 | 154 | 196 | 155 |
| East North Central | +34 | +10 | +2 | 8 | 1,019 | -1 | 0 | 6 | 568 | 164 | 212 | 198 |
| West North Central | +5 | +12 | 0 | 9 | 1,043 | 0 | +1 | 6 | 1,218 | 189 | 198 | 212 |
| South Atlantic | +7 | +16 | -7 | 8 | 675 | -2 | +1 | 7 | 1,461 | 222 | 239 | 253 |
| South Central | +2 | -7 | -8 | 9 | 4,074 | -6 | 0 | 7 | 7,486 | 227 | 270 | 205 |
| Pacific | +18 | +5 | +9 | 8 | 710 | -10 | +2 | 8 | 4,430 | 175 | 289 | 178 |
| Jewelry | +8 | -10 | -7 | 150 | 4,699 | -4 | 0 | 89 | 10,930 | 318 | 346 | 276 |
| Middle Atlantic | +16 | 0 | 0 | 46 | 1,257 | -8 | +1 | 18 | 1,774 | 310 | 351 | 271 |
| East North Central | +19 | -7 | -5 | 38 | 1,362 | +5 | +2 | 23 | 3,187 | 292 | 322 | 266 |
| West North Central | -7 | -14 | -18 | 14 | 618 | -5 | +2 | 12 | 1,834 | 356 | 357 | 296 |
| South Atlantic | 0 | -10 | -5 | 4 | 123 | c | c | c | c | c | c | c |
| South Central | +5 | -20 | -8 | 7 | 220 | -12 | +7 | 6 | 918 | 429 | 510 | 324 |
| Pacific | 0 | -15 | -11 | 34 | 1,046 | -6 | -7 | 23 | 2,844 | 308 | 324 | 271 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1950 panel | | Percent change | | June 1950 panel | | | | |
| | June 1950 from June 1949 | June 1950 from May 1950 | 6 mos. 1950 from 6 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | June 1950 from June 1949 | June 1950 from May 1950 | No. of establishments reporting | Reported dollar values (add 000) | June 1950 | June 1949 | May 1950 |
| Lumber and building materials | +39 | +9 | +24 | 71 | $16,651 | +14 | +2 | 49 | $11,756 | 98 | 114 | 107 |
| Middle Atlantic | +31 | +12 | +9 | 13 | 3,736 | +10 | -6 | 6 | 949 | 37 | 38 | 43 |
| East North Central | +34 | +15 | +20 | 11 | 1,646 | -13 | -3 | 7 | 776 | 74 | 109 | 89 |
| West North Central | +52 | +3 | +34 | 5 | 936 | c | c | c | c | c | c | c |
| South Atlantic | +74 | 0 | +44 | 8 | 2,049 | 0 | -1 | 6 | 1,094 | 112 | 164 | 115 |
| East South Central | +52 | +3 | +28 | 4 | 1,019 | c | c | c | c | c | c | c |
| Mountain | +15 | +15 | +12 | 7 | 2,639 | +14 | +1 | 6 | 2,791 | 115 | 121 | 135 |
| Pacific | +55 | +7 | +28 | 9 | 1,942 | +51 | +19 | 7 | 2,262 | 136 | 140 | 125 |
| Machinery equipment, supplies (except electrical) | +22 | +13 | -2 | 46 | 6,855 | +7 | -3 | 32 | 11,638 | 203 | 228 | 239 |
| New England | +18 | -2 | +5 | 4 | 269 | c | c | c | c | c | c | c |
| Middle Atlantic | +25 | +15 | -11 | 9 | 1,089 | +6 | +1 | 4 | 1,117 | 186 | 214 | 198 |
| East North Central | +39 | +5 | +11 | 10 | 934 | +8 | -1 | 8 | 1,199 | 145 | 196 | 169 |
| South Atlantic | +10 | -9 | -18 | 5 | 701 | c | c | c | c | c | c | c |
| West South Central | +4 | +33 | +3 | 6 | 1,916 | +21 | -2 | 5 | 4,898 | 276 | 227 | 358 |
| Pacific | +46 | -23 | +2 | 7 | 565 | -5 | -6 | 5 | 1,362 | 287 | 458 | 231 |
| Metals | +61 | +8 | +18 | 33 | 9,067 | +1 | +4 | 29 | 10,536 | 119 | 189 | 123 |
| Optical goods | +3 | -3 | -2 | 11 | 261 | 0 | -2 | 4 | 128 | 133 | 136 | 134 |
| Paints and varnishes | +13 | +6 | -1 | 54 | 5,975 | +7 | +6 | 47 | 14,791 | 256 | 271 | 259 |
| Plumbing and heating supplies | +17 | +8 | -1 | 81 | 10,181 | +30 | +8 | 61 | 15,772 | 187 | 166 | 187 |
| New England | +49 | +44 | +20 | 8 | 513 | +8 | +35 | 4 | 752 | 265 | 347 | 305 |
| Middle Atlantic | +29 | +19 | +3 | 15 | 745 | +3 | 0 | 9 | 898 | 162 | 200 | 205 |
| East North Central | +30 | +19 | +2 | 13 | 1,305 | +12 | +2 | 11 | 1,895 | 170 | 196 | 203 |
| West North Central | +13 | +15 | 0 | 11 | 1,288 | +31 | +4 | 9 | 1,845 | 156 | 136 | 174 |
| Refrigeration equipment, parts (commercial) | +26 | +16 | +15 | 29 | 1,769 | +19 | +9 | 21 | 2,611 | 190 | 205 | 204 |
| Middle Atlantic | +21 | +15 | +12 | 4 | 215 | c | c | c | c | c | c | c |
| East North Central | +39 | +30 | +21 | 7 | 556 | c | c | c | c | c | c | c |
| South Atlantic | +32 | +18 | +18 | 6 | 327 | +13 | +2 | 5 | 518 | 181 | 203 | 210 |
| Pacific | -2 | -2 | +5 | 6 | 228 | +7 | -1 | 5 | 485 | 258 | 233 | 261 |
| Surgical, medical, equipment, supplies | +21 | +2 | +13 | 36 | 4,280 | +9 | -1 | 31 | 4,603 | 119 | 134 | 122 |
| Middle Atlantic | +19 | +6 | +14 | 8 | 750 | c | c | c | c | c | c | c |
| East North Central | +30 | +1 | +19 | 8 | 1,849 | +18 | 0 | 7 | 1,704 | 98 | 110 | 98 |
| South Atlantic | +8 | +4 | +5 | 7 | 553 | +7 | -5 | 7 | 845 | 153 | 155 | 167 |
| West South Central | +15 | 0 | +16 | 5 | 453 | +16 | +3 | 4 | 382 | 98 | 101 | 100 |
| Beer | -1 | +15 | +3 | 42 | 2,193 | -7 | +1 | 35 | 621 | 37 | 39 | 42 |
| Middle Atlantic | -11 | +25 | -6 | 7 | 421 | +3 | -9 | 5 | 61 | 15 | 13 | 20 |
| East North Central | 0 | +8 | +11 | 13 | 653 | -5 | +15 | 12 | 201 | 32 | 34 | 31 |
| West North Central | +11 | +30 | +6 | 5 | 177 | +2 | 0 | 4 | 48 | 53 | 53 | 67 |
| South Atlantic | -2 | +11 | -4 | 6 | 445 | -17 | -17 | 5 | 178 | 46 | 56 | 62 |
| Pacific | +8 | +12 | +3 | 5 | 353 | -18 | +3 | 4 | 178 | 58 | 70 | 64 |
| Chemicals, industrial | +55 | +15 | +23 | 15 | 2,511 | 0 | +6 | 11 | 1,233 | 60 | 100 | 66 |
| Clothing and furnishings (except shoes) | +4 | -14 | -8 | 22 | 1,056 | +13 | +5 | 15 | 2,111 | 224 | 211 | 181 |
| Coal | +30 | -15 | 0 | 17 | 4,875 | -42 | +56 | 13 | 3,639 | 159 | 307 | 75 |
| Confectionery | 0 | +8 | -2 | 46 | 1,700 | -3 | 0 | 29 | 1,093 | 86 | 88 | 94 |
| Middle Atlantic | 0 | +7 | -5 | 8 | 409 | +3 | +3 | 5 | 162 | 61 | 56 | 66 |
| East North Central | -2 | +18 | -8 | 6 | 179 | +23 | 0 | 4 | 65 | 87 | 73 | 96 |
| South Atlantic | +5 | -5 | +2 | 12 | 254 | -19 | -3 | 7 | 204 | 117 | 147 | 114 |
| South Central | +6 | -7 | -5 | 10 | 214 | +7 | +2 | 6 | 181 | 118 | 121 | 105 |
| Pacific | -1 | +23 | +1 | 4 | 343 | c | c | c | c | c | c | c |
| Dairy and poultry products | +4 | +2 | +3 | 26 | 6,917 | -19 | -2 | 16 | 2,162 | 37 | 50 | 40 |
| Drugs and sundries (liquor excluded) | +6 | +1 | +6 | 192 | 49,494 | d | d | d | d | d | d | d |
| New England | +6 | +2 | +5 | 14 | 2,628 | d | d | d | d | d | d | d |
| Middle Atlantic | +2 | +3 | +5 | 27 | 9,153 | d | d | d | d | d | d | d |
| East North Central | +8 | +2 | +5 | 29 | 8,857 | d | d | d | d | d | d | d |
| West North Central | +2 | +2 | +6 | 21 | 5,541 | d | d | d | d | d | d | d |
| South Atlantic | +10 | -1 | +10 | 30 | 5,787 | d | d | d | d | d | d | d |
| East South Central | +7 | -2 | +6 | 14 | 2,878 | d | d | d | d | d | d | d |
| West South Central | +7 | +2 | +8 | 25 | 5,889 | d | d | d | d | d | d | d |
| Mountain | +9 | +5 | +6 | 12 | 2,123 | d | d | d | d | d | d | d |
| Pacific | +6 | +1 | +1 | 20 | 6,638 | d | d | d | d | d | d | d |
| Dry goods | +10 | +2 | 0 | 181 | 39,196 | +13 | +5 | [illegible] | 86,806 | 258 | 249 | 253 |
| New England | +4 | -6 | -3 | 9 | 728 | +5 | -10 | 9 | 989 | 136 | 134 | 142 |
| Middle Atlantic | +21 | 0 | +11 | 47 | 6,653 | +23 | -3 | 29 | 9,766 | 228 | 226 | 250 |
| East North Central | +11 | +3 | +4 | 17 | 2,160 | +9 | -5 | 17 | 4,610 | 213 | 217 | 231 |
| West North Central | +9 | +2 | +2 | 16 | 10,059 | +33 | +10 | 13 | 26,958 | 275 | 225 | 256 |
| South Atlantic | +12 | -14 | +2 | 23 | 2,286 | +16 | +6 | 17 | 5,235 | 265 | 258 | 217 |
| East South Central | +9 | -11 | -1 | 16 | 1,189 | +29 | +4 | 10 | 2,975 | 344 | 292 | 295 |
| West South Central | -2 | -11 | -5 | 11 | 1,054 | +28 | +6 | 11 | 3,120 | 296 | 227 | 249 |
| Mountain | +12 | +17 | +1 | 6 | 464 | +21 | 0 | 5 | 1,173 | 271 | 256 | 325 |
| Pacific | +21 | +1 | +9 | 22 | 4,424 | -10 | -1 | 16 | 6,175 | 287 | 413 | 280 |
| Farm supplies | -4 | -32 | -3 | 19 | 2,971 | +15 | -10 | 7 | 555 | 64 | 58 | 63 |
| Fresh fruits and vegetables | -3 | +16 | +13 | 70 | 9,022 | -10 | -6 | 42 | 870 | 21 | 19 | 23 |
| New England | -15 | +13 | -15 | 10 | 610 | +34 | +11 | 9 | 51 | 11 | 7 | 11 |
| Middle Atlantic | +1 | +21 | -4 | 17 | 1,984 | -2 | -5 | 7 | 131 | 19 | 20 | 21 |
| East North Central | +17 | +32 | +1 | 17 | 3,299 | -2 | -8 | 9 | 159 | 24 | 26 | 29 |
| South Atlantic | -17 | -4 | -15 | 7 | 372 | +19 | -10 | 4 | 56 | 22 | 15 | 23 |
| East South Central | +18 | +1 | -2 | 5 | 389 | c | c | c | c | c | c | c |
| Pacific | +15 | +5 | -5 | 8 | 1,633 | +32 | -13 | 5 | 125 | 12 | 9 | 13 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1950 panel | | Percent change | | June 1950 panel | | | | |
| | June 1950 from June 1949 | June 1950 from May 1950 | 6 mos. 1950 from 6 mos. 1949[b] | No. of estab-lishments reporting | Reported dollar values (add 000) | June 1950 from June 1949 | June 1950 from May 1950 | No. of estab-lishments reporting | Reported dollar values (add 000) | June 1950 | June 1949 | May 1950 |
| Groceries, total | +6 | +8 | +1 | 791 | $128,408 | +5 | -5 | 608 | $117,629 | 123 | 122 | 139 |
| Non-affiliated full-line wholesalers[e] | +2 | +7 | -1 | 549 | 64,653 | +4 | -5 | 430 | 61,696 | 123 | 120 | 137 |
| New England | +6 | +7 | 0 | 15 | 2,581 | +22 | -1 | 4 | 2,092 | 146 | 128 | 163 |
| Middle Atlantic | +2 | +12 | 0 | 20 | 2,271 | +4 | +1 | 12 | 1,961 | 125 | 122 | 139 |
| East North Central | +10 | +9 | +5 | 142 | 14,142 | +2 | -4 | 113 | 13,235 | 118 | 127 | 133 |
| West North Central | -18 | +4 | -6 | 67 | 8,094 | +2 | -1 | 57 | 10,690 | 154 | 119 | 159 |
| South Atlantic | +6 | +3 | -4 | 59 | 7,005 | +22 | +1 | 35 | 5,899 | 121 | 106 | 123 |
| East South Central | -6 | 0 | +1 | 39 | 4,392 | 0 | -1 | 28 | 3,641 | 113 | 119 | 112 |
| West South Central | +8 | +11 | -1 | 94 | 13,763 | 0 | -9 | 80 | 13,428 | 115 | 124 | 138 |
| Mountain | 0 | +9 | -11 | 20 | 2,025 | +6 | -7 | 17 | 2,182 | 116 | 114 | 138 |
| Pacific | 0 | +5 | -1 | 93 | 10,380 | +1 | -10 | 84 | 8,568 | 116 | 113 | 134 |
| Voluntary-group wholesalers | +8 | +10 | +3 | 133 | 39,309 | +6 | -5 | 108 | 36,562 | 122 | 125 | 141 |
| New England | +12 | +12 | +3 | 7 | 2,497 | -1 | -2 | 4 | 678 | 125 | 134 | 126 |
| Middle Atlantic | +10 | +13 | +2 | 41 | 13,466 | +13 | -3 | 28 | 8,254 | 97 | 98 | 114 |
| East North Central | +1 | +5 | -1 | 30 | 7,456 | +1 | -7 | 26 | 7,093 | 113 | 111 | 125 |
| West North Central | +10 | +10 | +4 | 30 | 9,642 | +9 | -6 | 30 | 13,897 | 144 | 145 | 168 |
| South Atlantic | +3 | +10 | +4 | 10 | 1,552 | +2 | -5 | 6 | 967 | 111 | 107 | 136 |
| Pacific | +6 | +5 | +2 | 5 | 2,523 | +3 | -8 | 4 | 2,019 | 102 | 106 | 123 |
| Retailer-cooperative warehouses | +9 | +9 | +5 | 18 | 10,237 | 0 | +2 | 12 | 5,719 | 117 | 124 | 114 |
| Specialty lines wholesalers | +16 | +14 | +2 | 91 | 14,209 | +16 | -5 | 58 | 13,652 | 126 | 123 | 153 |
| New England | 0 | +14 | -6 | 5 | 80 | c | c | c | c | c | c | c |
| Middle Atlantic | +20 | +30 | +6 | 19 | 3,948 | +23 | +2 | 13 | 3,388 | 95 | 93 | 125 |
| East North Central | +14 | +24 | +5 | 11 | 872 | -2 | -10 | 6 | 170 | 59 | 56 | 67 |
| South Atlantic | +6 | -5 | +5 | 24 | 1,921 | -3 | 0 | 15 | 1,486 | 97 | 106 | 91 |
| East South Central | +25 | +2 | +17 | 6 | 568 | c | c | c | c | c | c | c |
| West South Central | +1 | -1 | -8 | 5 | 331 | c | c | c | c | c | c | c |
| Pacific | +17 | +14 | -2 | 15 | 6,081 | +17 | -10 | 11 | 7,712 | 169 | 162 | 218 |
| Leather and shoe findings | +3 | +9 | -1 | 29 | 535 | +1 | 0 | 16 | 1,078 | 368 | 350 | 370 |
| Middle Atlantic | +8 | +15 | -4 | 6 | 39 | c | c | c | c | c | c | c |
| East North Central | +7 | +8 | -6 | 5 | 65 | c | c | c | c | c | c | c |
| West North Central | -4 | +11 | +19 | 5 | 71 | c | c | c | c | c | c | c |
| Pacific | +7 | +11 | -3 | 7 | 290 | c | c | c | c | c | c | c |
| Meats and meat products | +3 | +10 | -3 | 39 | 22,265 | +26 | +1 | 33 | 7,646 | 44 | 36 | 49 |
| Middle Atlantic | +13 | +16 | -3 | 11 | 4,530 | +13 | 0 | 11 | 1,828 | 40 | 40 | 47 |
| East North Central | -6 | +4 | -6 | 13 | 8,590 | +45 | +3 | 12 | 3,884 | 48 | 31 | 48 |
| Pacific | +18 | +6 | +2 | 5 | 3,893 | +11 | +3 | 4 | 574 | 29 | 29 | 29 |
| Paper and its products | +19 | +8 | +7 | 61 | 9,283 | +5 | +1 | 37 | 7,404 | 130 | 142 | 138 |
| Middle Atlantic | +27 | +9 | +14 | 19 | 2,525 | +17 | +7 | 12 | 1,684 | 106 | 115 | 111 |
| East North Central | +19 | +5 | +8 | 20 | 4,407 | +6 | +2 | 14 | 2,967 | 106 | 111 | 105 |
| West North Central | +4 | +3 | 0 | 4 | 278 | c | c | c | c | c | c | c |
| South Atlantic | +3 | +5 | +1 | 6 | 496 | c | c | c | c | c | c | c |
| Pacific | +11 | +30 | -9 | 5 | 960 | -8 | -4 | 4 | 1,520 | 207 | 248 | 279 |
| Petroleum | +9 | -9 | -1 | 27 | 3,408 | +8 | +8 | 27 | 3,525 | 103 | 104 | 86 |
| Shoes and other footwear | +4 | +8 | 0 | 28 | 19,513 | 0 | +2 | 21 | 61,803 | 323 | 333 | 345 |
| Tobacco products | +2 | +5 | -3 | 286 | 41,025 | -10 | -1 | 179 | 13,205 | 48 | 56 | 52 |
| New England | +3 | +9 | +1 | 23 | 3,401 | -1 | 0 | 14 | 594 | 43 | 47 | 47 |
| Middle Atlantic | +7 | +8 | -2 | 56 | 14,503 | -23 | -4 | 37 | 5,164 | 46 | 65 | 52 |
| East North Central | 0 | +1 | -4 | 64 | 7,593 | +1 | -3 | 39 | 2,373 | 52 | 52 | 54 |
| West North Central | -3 | +4 | -6 | 46 | 5,608 | +7 | +6 | 30 | 2,207 | 57 | 54 | 59 |
| South Atlantic | -2 | +10 | -5 | 19 | 3,136 | -3 | +1 | 17 | 1,119 | 40 | 41 | 44 |
| East South Central | +22 | +7 | +2 | 11 | 1,013 | +4 | -3 | 6 | 372 | 49 | 65 | 56 |
| West South Central | +3 | -5 | +3 | 26 | 2,189 | +23 | +4 | 10 | 428 | 40 | 33 | 36 |
| Mountain | +11 | -1 | +7 | 17 | 892 | -18 | -5 | 13 | 442 | 66 | 87 | 70 |
| Pacific | -10 | +6 | -6 | 24 | 2,690 | +5 | +11 | 13 | 506 | 49 | 52 | 46 |
| Wines and spirits[f] | +6 | 0 | +1 | 295 | 79,435 | +9 | -1 | 240 | 89,005 | 141 | 139 | 141 |
| New England | +11 | +13 | +2 | 25 | 4,991 | +8 | 0 | 20 | 4,274 | 113 | 109 | 130 |
| Middle Atlantic | +3 | -4 | +3 | 47 | 26,069 | +10 | +4 | 42 | 28,197 | 137 | 130 | 122 |
| East North Central | +14 | -3 | +5 | 50 | 11,658 | +7 | +1 | 39 | 12,190 | 133 | 145 | 128 |
| West North Central | -12 | +4 | -6 | 30 | 6,176 | +30 | -2 | 23 | 5,627 | 149 | 111 | 163 |
| South Atlantic | -4 | -5 | -3 | 43 | 8,846 | -4 | -8 | 40 | 11,051 | 130 | 129 | 134 |
| East South Central | -6 | -13 | -9 | 16 | 2,344 | +43 | -1 | 13 | 3,376 | 172 | 121 | 152 |
| West South Central | +15 | -13 | -4 | 36 | 6,264 | +3 | 0 | 29 | 11,013 | 191 | 219 | 166 |
| Mountain | +23 | +8 | +11 | 13 | 1,846 | +10 | -2 | 11 | 1,791 | 117 | 138 | 125 |
| Pacific | +25 | +28 | +3 | 35 | 11,241 | +13 | -8 | 23 | 11,486 | 143 | 150 | 210 |
| Miscellaneous | +24 | -15 | +10 | 31 | 6,237 | -9 | -4 | 24 | 5,401 | 120 | 165 | 105 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d To be published in the June issue of Trends in the Drug Trade.

e Not affiliated with voluntary or cooperative groups.

f Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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Ref

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

For release
September 5, 1950

## JULY 1950

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## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,073 wholesale houses in various lines of trade.

### SALES

Wholesale dollar sales for the month of July jumped 16 percent above the previous month in a gain contrary to the usual seasonal pattern. Compared with a year ago, July sales registered an increase of 40 percent to bring the wholesale sales index (see below) to its highest level. Cumulative sales for the first seven months were 8 percent above the corresponding period of 1949.

Regionally, gains over the previous month and over July 1949 were experienced in all geographic divisions. The Pacific region led all divisions with an increase of 23 percent over June 1950 and also with the most substantial gain over July a year ago, 57 percent.

Most trades followed the national pattern. While 13 trades lagged behind June 1950 sales, their declines were smaller than seasonally expected. Only two trades, farm supplies (-10%) and fresh fruits and vegetables (-8%) reported sales lower than a year ago. Metals (+86%) experienced the most substantial gain over July 1949. Electrical appliances and supplies and plumbing and heating supplies, which increased 80 percent over a year ago, indicated the largest gain over June 1950, 39 percent.

### INVENTORIES

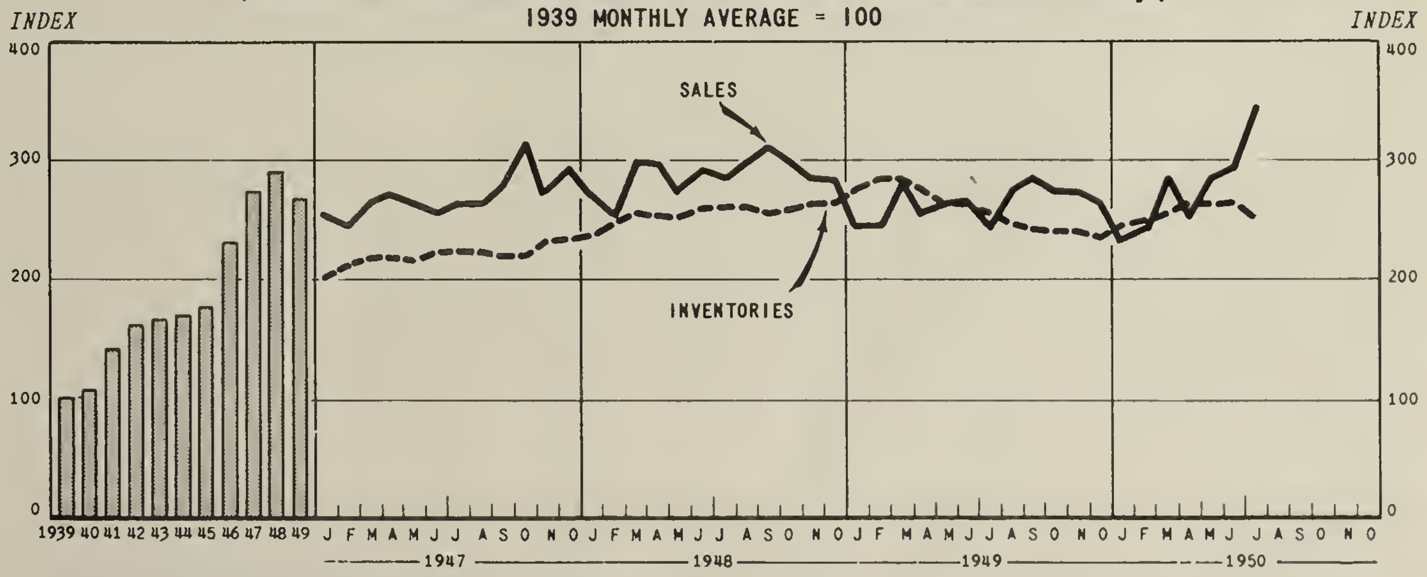
July 31 inventories of wholesalers declined 7 percent below their June 30 level but showed little or no change from the dollar value of stocks on hand July 31, 1949. Most trades, however, reported increased stocks over July a year ago. Meats and meat products, up 34 percent, showed the largest rise over the July 1949 stock level. According to the reports of 3,091 establishments reporting inventories in conjunction with sales, the July stock-sales ratio of 119 was 31 points below the previous month and 48 points lower than a year ago.

### RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, July sales of independent retail stores declined 4 percent below June 1950 but were 27 percent higher than July of last year. Cumulative sales for the first seven months were 8 percent above the same period of 1949.

### TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)

1939 MONTHLY AVERAGE = 100



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

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# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JULY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1950 panel | | Percent change | | July 1950 panel | | | | |
| | July 1950 from July 1949 | July 1950 from June 1950 | 7 mos. 1950 from 7 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | July 1950 from July 1949 | July 1950 from June 1950 | No. of establishments reporting | Reported dollar values (add 000) | July 1950 | July 1949 | June 1950 |
| United States total | +40 | +16 | +8 | 4,073 | $849,769 | 0 | -7 | 3,091 | $825,493 | 119 | 167 | 150 |
| New England | +41 | +14 | +10 | 229 | 35,241 | -4 | -7 | 167 | 26,835 | 105 | 158 | 130 |
| Middle Atlantic | +42 | +10 | +9 | 755 | 166,677 | 0 | -6 | 528 | 127,774 | 102 | 145 | 118 |
| East North Central | +41 | +11 | +10 | 811 | 151,143 | -1 | -8 | 638 | 134,452 | 106 | 152 | 130 |
| West North Central | +37 | +18 | +4 | 449 | 114,829 | +6 | -5 | 360 | 132,480 | 139 | 180 | 176 |
| South Atlantic | +38 | +18 | +8 | 489 | 88,597 | -2 | -8 | 367 | 80,969 | 109 | 154 | 143 |
| East South Central | +38 | +18 | +7 | 202 | 35,606 | +6 | -9 | 149 | 32,188 | 110 | 144 | 144 |
| West South Central | +32 | +20 | +4 | 389 | 76,283 | -2 | -10 | 303 | 78,440 | 124 | 165 | 165 |
| Mountain | +37 | +15 | +11 | 181 | 30,608 | +4 | -7 | 140 | 30,281 | 118 | 156 | 147 |
| Pacific | +57 | +23 | +11 | 518 | 120,705 | -3 | -8 | 389 | 108,650 | 118 | 191 | 160 |
| Automotive supplies | +43 | +26 | +10 | 278 | 23,115 | +3 | -1 | 176 | 16,805 | 185 | 239 | 227 |
| New England | +47 | +2 | -1 | 7 | 388 | c | c | c | c | c | c | c |
| Middle Atlantic | +39 | +21 | 0 | 39 | 1,287 | +3 | +1 | 35 | 1,941 | 174 | 238 | 213 |
| East North Central | +37 | +16 | +10 | 59 | 4,745 | +9 | -1 | 47 | 5,505 | 169 | 201 | 197 |
| West North Central | +36 | +25 | +6 | 45 | 5,713 | -7 | -4 | 21 | 2,749 | 188 | 270 | 249 |
| South Atlantic | +67 | +37 | +28 | 18 | 3,324 | +3 | 0 | 10 | 911 | 237 | 291 | 273 |
| South Central | +70 | +44 | +22 | 17 | 3,462 | +6 | -1 | 11 | 1,251 | 140 | 206 | 182 |
| Mountain | +47 | +27 | +7 | 19 | 1,277 | +14 | -3 | 8 | 1,063 | 193 | 247 | 237 |
| Pacific | +23 | +17 | 0 | 75 | 2,919 | 0 | -1 | 42 | 3,277 | 246 | 298 | 300 |
| Electrical group, total | +59 | +27 | +15 | 660 | 175,418 | -12 | -20 | 588 | 132,144 | 80 | 144 | 127 |
| Full-line wholesalers | +57 | +28 | +11 | 417 | 135,892 | -14 | -21 | 409 | 107,836 | 80 | 146 | 130 |
| New England | +71 | +23 | +18 | 31 | 7,712 | -16 | -14 | 31 | 6,470 | 84 | 172 | 121 |
| Middle Atlantic | +59 | +18 | +12 | 61 | 18,921 | -8 | -12 | 59 | 16,999 | 91 | 157 | 122 |
| East North Central | +57 | +22 | +15 | 82 | 27,624 | -14 | -20 | 80 | 22,411 | 82 | 150 | 125 |
| West North Central | +38 | +30 | -5 | 37 | 13,365 | -11 | -22 | 37 | 10,542 | 79 | 123 | 131 |
| South Atlantic | +50 | +17 | +17 | 62 | 18,114 | -9 | -22 | 60 | 14,327 | 82 | 136 | 123 |
| East South Central | +40 | +24 | +11 | 25 | 6,784 | -6 | -23 | 24 | 4,326 | 65 | 97 | 105 |
| West South Central | +50 | +40 | +5 | 46 | 15,575 | -15 | -32 | 46 | 11,247 | 72 | 128 | 148 |
| Mountain | +58 | +31 | +13 | 19 | 5,347 | -18 | -21 | 19 | 4,374 | 82 | 158 | 135 |
| Pacific | +80 | +47 | +15 | 54 | 22,450 | -22 | -23 | 53 | 17,140 | 77 | 176 | 147 |
| Wiring supplies, construction materials distributors | +36 | -1 | +6 | 132 | 9,347 | +4 | +3 | 90 | 7,751 | 114 | 151 | 107 |
| New England | +38 | -6 | +7 | 14 | 605 | +13 | +1 | 6 | 340 | 145 | 188 | 113 |
| Middle Atlantic | +27 | +2 | 0 | 33 | 1,199 | +2 | -2 | 18 | 1,179 | 146 | 192 | 150 |
| East North Central | +43 | +3 | +12 | 30 | 2,628 | +7 | 0 | 24 | 2,539 | 124 | 167 | 128 |
| West North Central | +36 | +12 | +1 | 9 | 1,380 | +10 | -5 | 7 | 866 | 103 | 140 | 119 |
| South Atlantic | +27 | -36 | +9 | 14 | 1,150 | -20 | 0 | 10 | 731 | 76 | 120 | 45 |
| South Central | +30 | +17 | -2 | 15 | 1,449 | +3 | +20 | 12 | 1,302 | 118 | 137 | 115 |
| Mountain | +79 | +32 | +12 | 5 | 373 | c | c | c | c | c | c | c |
| Pacific | +43 | +13 | +22 | 12 | 563 | +20 | +5 | 11 | 649 | 117 | 138 | 126 |
| Appliances and specialties wholesalers | +80 | +39 | +35 | 111 | 30,179 | -8 | -21 | 89 | 16,557 | 70 | 134 | 119 |
| New England | +96 | +18 | +58 | 12 | 1,427 | +5 | -25 | 10 | 734 | 60 | 113 | 96 |
| Middle Atlantic | +102 | +43 | +32 | 23 | 10,717 | -21 | -26 | 12 | 3,733 | 66 | 160 | 110 |
| East North Central | +151 | +85 | +57 | 16 | 3,430 | -7 | -32 | 12 | 1,547 | 49 | 134 | 135 |
| West North Central | +55 | +40 | +20 | 12 | 2,814 | +5 | -10 | 12 | 3,025 | 107 | 158 | 168 |
| South Atlantic | +57 | +42 | +32 | 18 | 4,664 | +1 | -11 | 17 | 2,979 | 73 | 113 | 116 |
| South Central | +22 | +19 | +7 | 12 | 2,633 | -4 | -14 | 10 | 1,967 | 76 | 97 | 105 |
| Mountain | +95 | +41 | +45 | 7 | 1,269 | +9 | -24 | 7 | 1,159 | 91 | 164 | 169 |
| Pacific | +85 | +18 | +57 | 11 | 3,225 | -30 | -36 | 9 | 1,413 | 49 | 134 | 91 |
| Furniture and house furnishings | +39 | +1 | +21 | 87 | 16,330 | +11 | +1 | 70 | 22,243 | 156 | 196 | 156 |
| New England | +38 | -6 | +17 | 4 | 739 | +15 | -6 | 4 | 1,075 | 145 | 175 | 145 |
| Middle Atlantic | +114 | +18 | +22 | 17 | 3,276 | -3 | -15 | 14 | 3,408 | 137 | 337 | 187 |
| East North Central | +94 | -20 | +28 | 8 | 2,037 | -6 | -2 | 6 | 2,912 | 163 | 373 | 130 |
| West North Central | +54 | -18 | +16 | 13 | 2,064 | +17 | +13 | 13 | 4,534 | 220 | 289 | 159 |
| South Atlantic | +24 | -27 | +1 | 10 | 784 | c | c | c | c | c | c | c |
| West South Central | +13 | +20 | +26 | 13 | 2,016 | +13 | -5 | 13 | 2,951 | 146 | 147 | 185 |
| Mountain | +40 | 0 | +40 | 7 | 1,261 | +97 | +32 | 5 | 1,664 | 205 | 136 | 138 |
| Pacific | +3 | +21 | +18 | 12 | 3,902 | +10 | +8 | 10 | 4,639 | 124 | 114 | 140 |
| Hardware | +55 | +12 | +10 | 154 | 65,557 | +2 | -9 | 127 | 97,585 | 176 | 267 | 217 |
| New England | +47 | -16 | +3 | 4 | 541 | -14 | -6 | 4 | 1,481 | 274 | 471 | 242 |
| Middle Atlantic | +35 | -15 | +10 | 36 | 7,427 | +9 | -8 | 29 | 11,153 | 184 | 224 | 164 |
| East North Central | +67 | +13 | +20 | 21 | 13,564 | +4 | -10 | 20 | 21,198 | 162 | 259 | 202 |
| West North Central | +41 | +13 | +3 | 18 | 13,745 | 0 | -8 | 17 | 21,451 | 188 | 259 | 228 |
| South Atlantic | +55 | +23 | +9 | 25 | 6,606 | +7 | +4 | 21 | 10,726 | 181 | 266 | 218 |
| East South Central | +63 | +24 | +13 | 12 | 5,009 | -7 | -18 | 10 | 5,426 | 123 | 218 | 190 |
| West South Central | +51 | +23 | +12 | 14 | 5,897 | 0 | -7 | 8 | 6,166 | 173 | 266 | 237 |
| Mountain | +40 | +7 | +7 | 9 | 2,488 | +2 | -9 | 6 | 2,561 | 221 | 314 | 270 |
| Pacific | +81 | +21 | +11 | 15 | 10,280 | -2 | -11 | 12 | 17,423 | 192 | 332 | 270 |
| Industrial supplies | +44 | +10 | +3 | 93 | 11,904 | -3 | -2 | 67 | 16,793 | [illegible] | 261 | 201 |
| New England | +63 | +2 | +16 | 8 | 527 | -4 | 0 | 7 | 1,400 | [illegible] | [illegible] | 309 |
| Middle Atlantic | +52 | -2 | -11 | 20 | 1,322 | +2 | +2 | 12 | 1,349 | [illegible] | 214 | 152 |
| East North Central | +52 | +2 | +7 | 8 | 798 | 0 | [illegible] | 7 | 640 | 168 | 229 | 166 |
| West North Central | +38 | +7 | +5 | 9 | 1,111 | -1 | -6 | 6 | 1,140 | 174 | 230 | 189 |
| South Atlantic | +44 | +10 | -3 | 9 | 482 | -5 | -5 | 8 | 870 | 185 | 278 | 217 |
| South Central | +33 | +17 | -3 | 40 | 4,767 | 0 | -1 | 20 | 7,384 | 198 | 245 | 227 |
| Pacific | +60 | +10 | +20 | [illegible] | 2,897 | -12 | -3 | [illegible] | [illegible] | 149 | 275 | 170 |
| Jewelry | +50 | +10 | -2 | 154 | 5,563 | -5 | [illegible] | 88 | 11,117 | 282 | 447 | 323 |
| New England | +68 | -2 | +2 | 6 | 320 | c | c | c | c | c | c | c |
| Middle Atlantic | +75 | +10 | +6 | 48 | 1,468 | -8 | [illegible] | 18 | 2,003 | 288 | 582 | 360 |
| East North Central | +31 | -4 | -1 | 40 | 1,323 | 0 | -3 | 24 | 3,018 | 287 | 387 | 283 |
| West North Central | +47 | +19 | -12 | 14 | 757 | -8 | -1 | 12 | 1,865 | 280 | 444 | 354 |
| South Atlantic | +23 | +18 | -2 | 6 | 188 | c | c | c | c | c | c | c |
| South Central | +54 | +26 | -1 | 8 | 296 | -16 | -3 | [illegible] | [illegible] | 341 | 627 | 442 |
| Pacific | +52 | +21 | -5 | 29 | 1,199 | -1 | +6 | 20 | 2,889 | 262 | 405 | 303 |

+2273

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# JULY 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1950 panel | | Percent change | | July 1950 panel | | | | |
| | July 1950 from July 1949 | July 1950 from June 1950 | 7 mos. 1950 from 7 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | July 1950 from July 1949 | July 1950 from June 1950 | No. of establishments reporting | Reported dollar values (add 000) | July 1950 | July 1949 | June 1950 |
| Lumber and building materials | +68 | -4 | +29 | 69 | $15,101 | +16 | -4 | 47 | $10,053 | 96 | 129 | 93 |
| Middle Atlantic | +52 | -7 | +14 | 11 | 3,211 | -3 | +6 | 5 | 863 | 40 | 54 | 32 |
| East North Central | +70 | +7 | +27 | 11 | 1,757 | -18 | -9 | 7 | 707 | 64 | 127 | 74 |
| West North Central | +23 | +10 | +41 | 6 | 1,063 | c | c | c | c | c | c | c |
| South Atlantic | +87 | -15 | +47 | 6 | 1,135 | -4 | -7 | 4 | 180 | 80 | 121 | 74 |
| East South Central | +89 | -6 | +37 | 5 | 1,195 | c | c | c | c | c | c | c |
| Mountain | +41 | 0 | +17 | 7 | 2,648 | +13 | -4 | 6 | 2,672 | 115 | 141 | 115 |
| Pacific | +110 | -6 | +35 | 9 | 1,674 | +48 | -6 | 7 | 1,804 | 126 | 184 | 128 |
| Machinery equipment, supplies (except electrical) | +32 | -4 | +2 | 46 | 6,883 | +3 | -8 | 34 | 11,348 | 194 | 241 | 207 |
| Middle Atlantic | +37 | -12 | -6 | 7 | 907 | +28 | +7 | 4 | 1,122 | 205 | 232 | 180 |
| East North Central | +47 | -12 | +15 | 11 | 862 | +10 | +1 | 9 | 1,268 | 164 | 203 | 144 |
| South Atlantic | +18 | -7 | -14 | 7 | 755 | -4 | +1 | 5 | 1,825 | 293 | 346 | 273 |
| West South Central | +32 | +13 | +6 | 5 | 2,155 | +8 | -17 | 4 | 4,042 | 193 | 235 | 276 |
| Pacific | +99 | +9 | +14 | 8 | 868 | -14 | -9 | 5 | 1,234 | 251 | 651 | 287 |
| Metals | +86 | -3 | +26 | 32 | 9,510 | +6 | +4 | 28 | 12,361 | 133 | 232 | 123 |
| Paints and varnishes | +15 | +1 | +2 | 53 | 5,903 | +8 | +1 | 46 | 15,054 | 264 | 281 | 264 |
| Plumbing and heating supplies | +80 | +39 | +10 | 82 | 14,618 | +26 | -10 | 60 | 14,457 | 116 | 166 | 183 |
| New England | +89 | +30 | +29 | 6 | 466 | c | c | c | c | c | c | c |
| Middle Atlantic | +56 | +12 | +11 | 18 | 1,405 | +9 | -7 | 10 | 1,204 | 132 | 178 | 150 |
| East North Central | +54 | +22 | +10 | 13 | 1,727 | +2 | -11 | 11 | 1,842 | 124 | 184 | 169 |
| West North Central | +50 | +20 | +7 | 10 | 1,366 | +30 | -7 | 8 | 1,430 | 119 | 135 | 150 |
| Refrigeration equipment, parts (commercial) | +31 | +19 | +18 | 31 | 1,987 | +9 | -1 | 22 | 2,740 | 183 | 221 | 216 |
| Middle Atlantic | +50 | +46 | +20 | 6 | 453 | c | c | c | c | c | c | c |
| East North Central | -6 | -3 | +15 | 7 | 365 | +9 | +3 | 5 | 818 | 253 | 228 | 244 |
| South Atlantic | +50 | +18 | +23 | 5 | 368 | +13 | -6 | 4 | 447 | 135 | 180 | 176 |
| Pacific | +32 | +41 | +9 | 7 | 328 | +8 | 0 | 6 | 567 | 175 | 221 | 250 |
| Surgical, medical, equipment, supplies | +33 | +5 | +15 | 35 | 4,359 | +10 | -1 | 29 | 4,298 | 110 | 137 | 117 |
| Middle Atlantic | +63 | +16 | +20 | 8 | 862 | +5 | +7 | 6 | 702 | 98 | 166 | 111 |
| East North Central | +34 | +1 | +21 | 8 | 1,817 | +17 | -4 | 7 | 1,602 | 94 | 110 | 99 |
| South Atlantic | +18 | +6 | +6 | 7 | 534 | +12 | -2 | 6 | 714 | 139 | 147 | 149 |
| West South Central | +36 | +16 | +19 | 5 | 527 | +2 | -6 | 4 | 358 | 81 | 111 | 98 |
| Beer | 0 | 0 | +3 | 43 | 2,345 | +22 | +16 | 36 | 898 | 42 | 34 | 37 |
| Middle Atlantic | -3 | +10 | -5 | 9 | 661 | +21 | +11 | 7 | 140 | 22 | 17 | 22 |
| East North Central | -5 | -3 | +9 | 12 | 599 | +9 | +11 | 11 | 196 | 34 | 30 | 30 |
| West North Central | +1 | -10 | +6 | 5 | 160 | +40 | +17 | 4 | 56 | 64 | 45 | 53 |
| South Atlantic | -7 | -7 | -4 | 6 | 414 | +33 | +43 | 5 | 254 | 70 | 49 | 46 |
| Pacific | +25 | +7 | +7 | 5 | 378 | +15 | +7 | 4 | 191 | 58 | 58 | 58 |
| Chemicals, industrial | +65 | -2 | +27 | 12 | 2,050 | +6 | +7 | 8 | 1,136 | 66 | 106 | 59 |
| Clothing and furnishings (except shoes) | +44 | +23 | -4 | 21 | 1,400 | -9 | -24 | 13 | 1,776 | 147 | 237 | 238 |
| Coal | +42 | -20 | +1 | 20 | 3,092 | -37 | +36 | 11 | 3,750 | 470 | 1,125 | 362 |
| Confectionery | +12 | -1 | -1 | 41 | 1,239 | +7 | +2 | 24 | 730 | 88 | 92 | 86 |
| Middle Atlantic | +9 | -8 | -3 | 6 | 259 | c | c | c | c | c | c | c |
| East North Central | +17 | -11 | -6 | 4 | 89 | c | c | c | c | c | c | c |
| South Atlantic | +23 | +4 | +4 | 12 | 265 | +3 | -3 | 7 | 197 | 105 | 128 | 117 |
| South Central | +6 | +8 | -3 | 11 | 299 | +20 | +11 | 6 | 201 | 119 | 106 | 118 |
| Dairy and poultry products | +11 | -1 | +4 | 30 | 7,194 | -18 | +4 | 20 | 2,390 | 40 | 53 | 37 |
| Drugs and sundries (liquor excluded)[d] | +10 | 0 | +6 | 188 | 48,093 | +6 | +1 | 147 | 67,688 | 178 | 184 | 177 |
| New England | +7 | -3 | +5 | 13 | 2,334 | +2 | -1 | 10 | 3,158 | 171 | 187 | 177 |
| Middle Atlantic | +6 | -2 | +5 | 27 | 8,988 | +4 | 0 | 18 | 8,625 | 162 | 158 | 165 |
| East North Central | +8 | -4 | +6 | 26 | 7,615 | +9 | 0 | 21 | 9,743 | 154 | 154 | 148 |
| West North Central | +9 | -1 | +6 | 19 | 5,064 | +4 | +2 | 17 | 7,676 | 160 | 180 | 161 |
| South Atlantic | +9 | +1 | +10 | 28 | 5,344 | +6 | +1 | 21 | 7,453 | 185 | 189 | 186 |
| East South Central | +6 | +2 | +6 | 17 | 3,131 | +9 | +3 | 13 | 4,880 | 191 | 184 | 189 |
| West South Central | +12 | +1 | +9 | 27 | 6,316 | +5 | +3 | 22 | 11,153 | 214 | 225 | 210 |
| Mountain | +12 | +1 | +7 | 13 | 2,459 | +7 | -1 | 10 | 4,076 | 194 | 205 | 200 |
| Pacific | +22 | +3 | +3 | 18 | 6,842 | +7 | +1 | 15 | 10,922 | 181 | 196 | 184 |
| Dry goods | +43 | +24 | +5 | 173 | 44,193 | +13 | -1 | 142 | 77,555 | 199 | 253 | 254 |
| New England | +65 | +11 | +2 | 6 | 563 | -6 | +5 | 6 | 585 | 104 | 181 | 110 |
| Middle Atlantic | +41 | -4 | +15 | 47 | 6,830 | +14 | -4 | 33 | 10,484 | 206 | 261 | 215 |
| East North Central | +38 | +18 | +4 | 20 | 5,614 | +4 | +4 | 20 | 8,677 | 155 | 205 | 177 |
| West North Central | +38 | +34 | +2 | 20 | 15,425 | +29 | +1 | 18 | 35,006 | 228 | 245 | 305 |
| South Atlantic | +20 | +23 | -7 | 24 | 4,283 | -6 | -1 | 19 | 7,634 | 196 | 245 | 241 |
| East South Central | +73 | +63 | +7 | 16 | 1,988 | +21 | 0 | 11 | 3,056 | 204 | 305 | 338 |
| West South Central | +43 | +52 | -3 | 13 | 3,172 | +7 | -4 | 13 | 4,726 | 149 | 199 | 23[illegible] |
| Mountain | +32 | +10 | +5 | 5 | 477 | +21 | +5 | 5 | 1,230 | 258 | 282 | 271 |
| Pacific | +84 | +27 | +18 | 21 | 5,841 | -15 | -8 | 17 | 6,157 | 189 | 533 | 281 |
| Farm supplies | -10 | -16 | -3 | 20 | 2,559 | +18 | +34 | 9 | 674 | 55 | 50 | 41 |
| Fresh fruits and vegetables | -8 | -20 | -12 | 74 | 7,263 | -3 | -9 | 50 | 972 | 24 | 20 | 23 |
| New England | -11 | -5 | -14 | 10 | 582 | +4 | -6 | 9 | 48 | 11 | 10 | 11 |
| Middle Atlantic | -4 | -17 | -4 | 19 | 1,712 | -6 | +2 | 11 | 147 | 21 | 22 | 17 |
| East North Central | +23 | -35 | +4 | 14 | 1,938 | -4 | -5 | 8 | 122 | 34 | 28 | 26 |
| South Atlantic | -7 | -21 | -14 | 8 | 431 | -3 | -26 | 6 | 57 | 16 | 15 | 17 |
| South Central | -54 | -17 | -59 | 7 | 514 | c | c | c | c | c | c | c |
| Pacific | -2 | -17 | -5 | 6 | 967 | -2 | -14 | 5 | 108 | 12 | 12 | 12 |

(Continued on next page)

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of month (at cost) | | | | Stock sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1950 panel | | Percent change | | July 1950 panel | | | | |
| | July 1950 from July 1949 | July 1950 from June 1950 | 7 mos. 1950 from 7 mos. 1949[b] | No. of estab-lishments report-ing | Reported dollar values (add 000) | July 1950 from July 1949 | July 1950 from June 1950 | No. of estab-lishments report-ing | Reported dollar values (add 000) | July 1950 | July 1949 | June 1950 |
| Groceries, total | +39 | +17 | +6 | 825 | $151,215 | +1 | -4 | 644 | 119,559 | 103 | 140 | 124 |
| Non-affiliated full-line wholesalers[e] | +34 | +18 | +3 | 563 | 70,897 | +1 | -2 | 446 | 57,875 | 104 | 136 | 125 |
| New England | +35 | +13 | +4 | 6 | 1,712 | c | c | c | c | c | c | c |
| Middle Atlantic | +39 | +18 | +4 | 19 | 2,639 | -3 | -3 | 10 | 1,863 | 107 | 150 | 129 |
| East North Central | +43 | +14 | +11 | 156 | 15,957 | -1 | -1 | 127 | 13,344 | 103 | 148 | 118 |
| West North Central | +50 | +29 | +1 | 63 | 9,861 | -6 | -5 | 55 | 9,069 | 104 | 170 | 142 |
| South Atlantic | +19 | +11 | -1 | 64 | 7,864 | +14 | -8 | 37 | 5,451 | 101 | 108 | 123 |
| East South Central | +28 | +16 | +5 | 33 | 4,593 | +2 | +2 | 24 | 3,562 | 97 | 124 | 112 |
| West South Central | +27 | +21 | +3 | 110 | 14,586 | +1 | +1 | 88 | 11,974 | 110 | 132 | 129 |
| Mountain | +11 | +14 | -8 | 20 | 2,223 | +4 | -5 | 18 | 2,079 | 97 | 104 | 116 |
| Pacific | +36 | +19 | +3 | 92 | 11,462 | +8 | +3 | 84 | 8,857 | 101 | 124 | 118 |
| Voluntary-group wholesalers | +39 | +17 | +8 | 148 | 53,964 | -2 | -7 | 122 | 43,144 | 100 | 138 | 123 |
| New England | +33 | +10 | +7 | 7 | 3,138 | +1 | 0 | 5 | 1,041 | 84 | 113 | 103 |
| Middle Atlantic | +50 | +19 | +9 | 44 | 17,079 | -11 | -10 | 31 | 11,852 | 92 | 154 | 118 |
| East North Central | +39 | +25 | +5 | 30 | 9,642 | +8 | -2 | 26 | 7,464 | 90 | 115 | 117 |
| West North Central | +33 | +16 | +9 | 36 | 12,159 | +6 | -6 | 36 | 14,530 | 119 | 149 | 148 |
| South Atlantic | +39 | +12 | +9 | 12 | 2,868 | -13 | -8 | 7 | 1,371 | 74 | 114 | 90 |
| Pacific | +52 | +30 | +10 | 6 | 4,149 | c | c | c | c | c | c | c |
| Retailer-cooperative warehouses | +39 | +19 | +10 | 20 | 10,349 | -3 | -4 | 15 | 5,168 | 93 | 136 | 126 |
| Specialty lines wholesalers | +67 | +12 | +9 | 94 | 16,005 | +7 | -4 | 61 | 13,372 | 111 | 174 | 129 |
| New England | +8 | +2 | +5 | 5 | 82 | c | c | c | c | c | c | c |
| Middle Atlantic | +54 | +10 | +11 | 20 | 4,334 | -1 | -14 | 13 | 2,955 | 81 | 126 | 101 |
| East North Central | +63 | +4 | +12 | 12 | 909 | +24 | +16 | 7 | 197 | 69 | 68 | 59 |
| South Atlantic | +34 | +6 | +9 | 25 | 2,099 | +4 | +3 | 16 | 1,612 | 96 | 126 | 98 |
| East South Central | +48 | +17 | +19 | 5 | 303 | c | c | c | c | c | c | c |
| West South Central | +19 | +9 | +5 | 5 | 362 | c | c | c | c | c | c | c |
| Pacific | +101 | +18 | +8 | 16 | 7,489 | +11 | -2 | 12 | 7,995 | 141 | 265 | 169 |
| Leather and shoe findings | +46 | +19 | +4 | 29 | 614 | -1 | 0 | 14 | 1,013 | 334 | 479 | 408 |
| Middle Atlantic | +39 | +5 | +2 | 7 | 61 | c | c | c | c | c | c | c |
| East North Central | +51 | +42 | +1 | 5 | 92 | c | c | c | c | c | c | c |
| West North Central | +25 | +18 | +20 | 5 | 84 | c | c | c | c | c | c | c |
| Pacific | +56 | +15 | +3 | 6 | 288 | c | c | c | c | c | c | c |
| Meats and meat products | +11 | -2 | -1 | 42 | 21,981 | +34 | +4 | 36 | 7,995 | 45 | 37 | 44 |
| Middle Atlantic | +18 | -1 | 0 | 10 | 4,198 | +41 | +7 | 10 | 1,855 | 44 | 37 | 41 |
| East North Central | +6 | +8 | -4 | 13 | 9,295 | +36 | -2 | 12 | 3,818 | 44 | 34 | 48 |
| Pacific | +20 | -6 | +4 | 5 | 3,650 | +61 | +34 | 4 | 767 | 39 | 27 | 29 |
| Paper and its products | +21 | -6 | +8 | 57 | 7,948 | -1 | -1 | 36 | 6,788 | 140 | 162 | 130 |
| New England | +14 | +1 | +3 | 5 | 278 | -36 | -4 | 4 | 223 | 132 | 231 | 140 |
| Middle Atlantic | +28 | -18 | +15 | 16 | 1,712 | +27 | -2 | 10 | 1,269 | 128 | 129 | 105 |
| East North Central | +26 | -11 | +10 | 17 | 3,572 | +5 | -1 | 12 | 2,770 | 121 | 138 | 105 |
| South Atlantic | +32 | +7 | +4 | 6 | 532 | c | c | c | c | c | c | c |
| Pacific | -6 | +14 | -10 | 6 | 1,177 | -17 | +4 | 5 | 1,786 | 183 | 211 | 214 |
| Petroleum | +30 | +2 | +5 | 29 | 4,527 | +5 | 0 | 28 | 4,291 | 95 | 118 | 97 |
| Shoes and other footwear | +17 | +37 | +3 | 29 | 27,605 | -1 | -6 | 22 | 58,707 | 217 | 255 | 313 |
| Tobacco products | +2 | -1 | -2 | 309 | 44,742 | 0 | +2 | 186 | 14,371 | 50 | 51 | 48 |
| New England | +8 | -3 | +2 | 24 | 3,376 | -1 | +2 | 13 | 569 | 47 | 51 | 44 |
| Middle Atlantic | -3 | -2 | -2 | 63 | 14,999 | 0 | +9 | 39 | 5,495 | 50 | 47 | 46 |
| East North Central | +5 | +1 | -2 | 69 | 8,143 | -5 | 0 | 44 | 2,652 | 53 | 60 | 54 |
| West North Central | +1 | -2 | -5 | 45 | 5,749 | +8 | -1 | 29 | 2,123 | 55 | 54 | 54 |
| South Atlantic | +5 | -4 | -3 | 23 | 3,831 | -12 | -6 | 19 | 1,290 | 40 | 46 | 40 |
| East South Central | +10 | -4 | +4 | 14 | 1,535 | +13 | +12 | 8 | 504 | 54 | 54 | 48 |
| West South Central | +4 | +2 | +3 | 28 | 2,547 | +8 | +2 | 12 | 689 | 49 | 44 | 49 |
| Mountain | +12 | +1 | +7 | 18 | 1,276 | -2 | +7 | 8 | 316 | 67 | 68 | 67 |
| Pacific | +7 | +2 | -3 | 25 | 3,286 | +4 | -7 | 14 | 733 | 46 | 52 | 51 |
| Wines and spirits[f] | +68 | +33 | +9 | 304 | 108,403 | -5 | -11 | 245 | 76,823 | 94 | 161 | 142 |
| New England | +49 | +42 | +9 | 27 | 7,428 | -5 | -11 | 19 | 3,591 | 78 | 112 | 117 |
| Middle Atlantic | +67 | +20 | +11 | 53 | 35,054 | +1 | -5 | 47 | 26,450 | 102 | 169 | 131 |
| East North Central | +70 | +36 | +12 | 46 | 12,617 | -11 | -18 | 35 | 8,242 | 90 | 168 | 143 |
| West North Central | +96 | +42 | +5 | 30 | 8,777 | -10 | -29 | 23 | 4,009 | 69 | 132 | 148 |
| South Atlantic | +41 | +40 | +2 | 42 | 12,097 | -24 | -16 | 39 | 9,053 | 79 | 146 | 134 |
| East South Central | +41 | +28 | -4 | 16 | 2,971 | +21 | -8 | 13 | 3,004 | 124 | 145 | 169 |
| West South Central | +49 | +29 | +2 | 37 | 8,642 | -16 | -18 | 30 | 9,604 | 121 | 214 | 188 |
| Mountain | +83 | +46 | +20 | 16 | 3,296 | +24 | -1 | 15 | 2,509 | 81 | 125 | 123 |
| Pacific | +110 | +52 | +16 | 37 | 17,521 | +8 | -5 | 24 | 10,361 | 90 | 162 | 149 |
| Miscellaneous | +29 | +1 | +11 | 42 | 6,537 | -5 | -2 | 29 | 5,430 | 122 | 180 | 120 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d To be published in the July issue of Trends in the Drug Trade.

e Not affiliated with voluntary or cooperative groups.

f Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark.,La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE REPORT

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OCT 10 1950
UNIVERSITY OF ILLINOIS

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

For release
October 3, 1950

## AUGUST 1950

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,081 wholesale houses in various lines of trade.

### SALES

August sales of wholesalers registered a higher than normal seasonal gain of 12 percent over July to bring the wholesale sales index (see below) to a new high. Compared with a year ago, August sales showed a very substantial increase of 40 percent. Cumulative sales for the first eight months were 12 percent higher than in the corresponding period of 1949.

Regionally, gains over the previous month and over August 1949 were experienced in all geographic divisions. The Middle Atlantic region led all divisions with an increase of 17 percent over July 1950, while the Pacific area reported the most substantial gain over August a year ago, 47 percent. The West South Central region, reporting increases of 3 percent over July 1950 and 31 percent over August 1949, showed the smallest gains over each period.

While all trades reported August sales equal to or greater than a year ago, only 6 trades indicated declines from July sales. Furniture and house furnishings and metals doubled their August 1949 sales, while most other durable goods trades experienced gains of more than 50 percent. Only three trades, farm supplies (-3%), fresh fruits and vegetables (-11%) and tobacco products (-1%) reported sales during the first eight months below the same period a year ago.

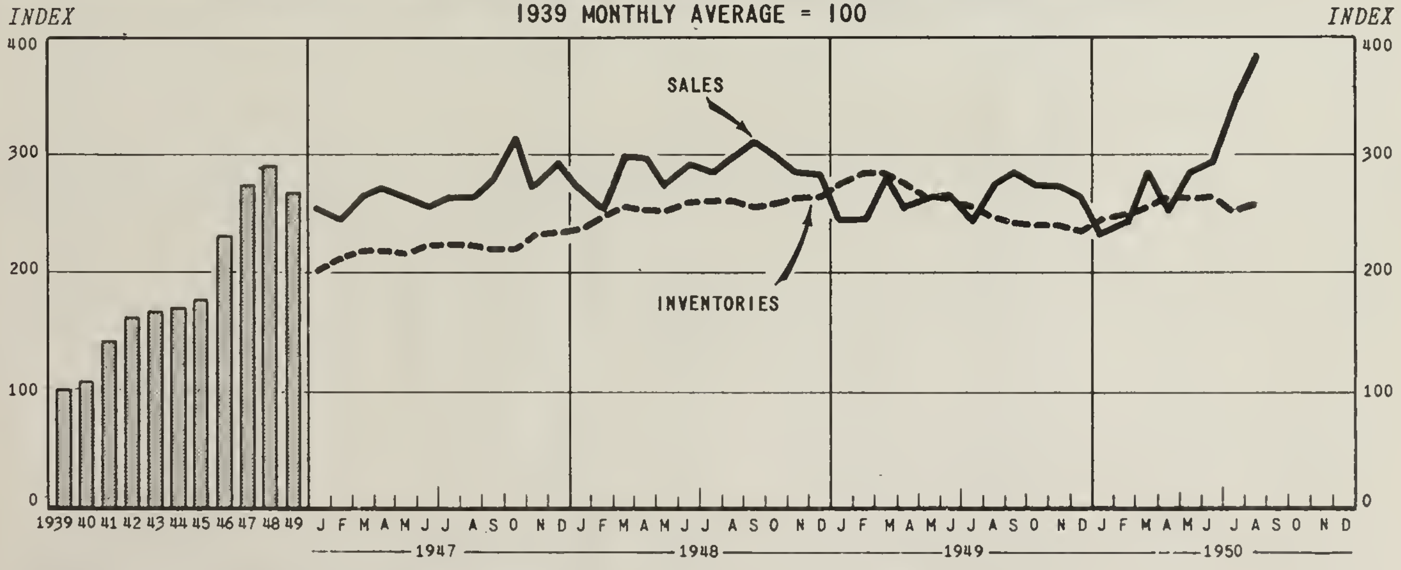
### INVENTORIES

Wholesalers inventories at the end of August rose 3 percent above the July 31 stock level and were 5 percent higher than the dollar value of stocks on hand August a year ago. All geographic divisions followed the national pattern with increases in the stock level over both periods. According to the reports of 3,081 establishments reporting inventories in conjunction with sales, the August stock-sales ratio of 111 was 8 points below the previous month and 37 points lower than a year ago.

### RETAIL TRADE

According to the Bureau's Monthly Retail Trade Report, August sales of independent retail stores increased 8 percent above July 1950 and were 23 percent higher than August of last year. Cumulative sales for the first eight months were 10 percent above the same period of 1949.

TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# AUGUST 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1950 panel | | Percent change | | August 1950 panel | | | | |
| | August 1950 from August 1949 | August 1950 from July 1950 | 8 mos. 1950 from 8 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | August 1950 from August 1949 | August 1950 from July 1950 | No. of establishments reporting | Reported dollar values (add 000) | Aug. 1950 | Aug. 1949 | July 1950 |
| United States total | +40 | +12 | +12 | 4,081 | $945,444 | +5 | +3 | 3,081 | $849,324 | 111 | 148 | 119 |
| New England | +40 | +13 | +14 | 234 | 40,742 | +5 | +3 | 171 | 29,314 | 97 | 134 | 107 |
| Middle Atlantic | +46 | +17 | +14 | 747 | 188,262 | +7 | +8 | 519 | 134,642 | 95 | 132 | 101 |
| East North Central | +39 | +11 | +14 | 810 | 166,106 | +4 | +3 | 636 | 137,504 | 99 | 134 | 107 |
| West North Central | +38 | +16 | +8 | 432 | 127,728 | +7 | +1 | 346 | 129,046 | 121 | 155 | 140 |
| South Atlantic | +40 | +11 | +12 | 499 | 104,483 | +7 | +6 | 376 | 90,177 | 102 | 135 | 107 |
| East South Central | +35 | +8 | +11 | 208 | 39,134 | +10 | +3 | 150 | 32,198 | 108 | 129 | 113 |
| West South Central | +31 | +3 | +7 | 393 | 79,644 | +8 | +6 | 305 | 87,556 | 132 | 161 | 127 |
| Mountain | +35 | +8 | +14 | 181 | 33,940 | +4 | +1 | 139 | 30,468 | 108 | 139 | 114 |
| Pacific | +47 | +7 | +15 | 527 | 129,133 | +1 | +4 | 389 | 113,728 | 114 | 167 | 116 |
| Automotive supplies | +41 | +11 | +14 | 284 | 25,551 | +6 | 0 | 177 | 16,553 | 171 | 224 | 186 |
| New England | +54 | +39 | +8 | 8 | 749 | c | c | c | c | c | c | c |
| Middle Atlantic | +33 | +11 | +5 | 38 | 1,534 | +1 | -1 | 34 | 1,993 | 151 | 192 | 167 |
| East North Central | +39 | +13 | +14 | 64 | 5,136 | +10 | 0 | 50 | 5,180 | 155 | 201 | 173 |
| West North Central | +46 | +14 | +12 | 43 | 6,287 | -2 | +5 | 19 | 2,461 | 189 | 278 | 183 |
| South Atlantic | +38 | +5 | +29 | 19 | 3,519 | +26 | +22 | 10 | 1,103 | 231 | 243 | 236 |
| South Central | +33 | -1 | +24 | 18 | 3,453 | +5 | -1 | 12 | 1,274 | 138 | 185 | 140 |
| Mountain | +59 | +11 | +13 | 18 | 1,351 | +48 | -2 | 7 | 892 | 164 | 178 | 187 |
| Pacific | +40 | +18 | +5 | 76 | 3,522 | -3 | -6 | 42 | 3,261 | 212 | 290 | 248 |
| Electrical group, total | +62 | +9 | +21 | 652 | 188,902 | -13 | -10 | 584 | 118,007 | 68 | 127 | 80 |
| Full-line wholesalers | +62 | +5 | +18 | 416 | 143,184 | -15 | -11 | 405 | 95,406 | 68 | 128 | 80 |
| New England | +73 | +12 | +25 | 32 | 8,670 | -13 | -6 | 32 | 6,089 | 70 | 139 | 84 |
| Middle Atlantic | +86 | +23 | +20 | 59 | 22,670 | -13 | -14 | 54 | 13,605 | 63 | 134 | 91 |
| East North Central | +70 | +11 | +22 | 83 | 31,048 | -15 | -13 | 81 | 19,892 | 65 | 130 | 83 |
| West North Central | +40 | +5 | 0 | 41 | 14,075 | -13 | -15 | 41 | 8,994 | 64 | 103 | 79 |
| South Atlantic | +58 | +6 | +22 | 59 | 19,099 | -10 | -9 | 57 | 12,915 | 70 | 122 | 81 |
| East South Central | +46 | -5 | +15 | 25 | 6,442 | -11 | -11 | 24 | 3,829 | 61 | 99 | 65 |
| West South Central | +41 | -16 | +9 | 46 | 13,092 | -13 | -4 | 46 | 10,839 | 83 | 135 | 72 |
| Mountain | +50 | +2 | +18 | 19 | 5,457 | -21 | -10 | 19 | 3,922 | 72 | 137 | 82 |
| Pacific | +65 | 0 | +22 | 52 | 22,631 | -22 | -12 | 51 | 15,321 | 68 | 144 | 77 |
| Wiring supplies, construction materials distributors | +54 | +19 | +11 | 129 | 10,151 | +9 | +2 | 93 | 7,657 | 102 | 141 | 119 |
| New England | +69 | +26 | +14 | 14 | 764 | +9 | -4 | 6 | 327 | 98 | 164 | 145 |
| Middle Atlantic | +40 | +17 | +4 | 36 | 1,655 | +2 | -1 | 26 | 1,797 | 128 | 179 | 151 |
| East North Central | +71 | +26 | +18 | 30 | 2,904 | +12 | +2 | 24 | 2,345 | 116 | 167 | 132 |
| West North Central | +51 | -1 | +5 | 7 | 1,115 | +19 | +14 | 5 | 565 | 88 | 109 | 83 |
| South Atlantic | +48 | +30 | +13 | 18 | 1,857 | -12 | -6 | 13 | 1,002 | 65 | 107 | 90 |
| South Central | +23 | +1 | 0 | 9 | 838 | +32 | +6 | 7 | 848 | 123 | 110 | 113 |
| Mountain | +61 | +19 | +19 | 5 | 444 | c | c | c | c | c | c | c |
| Pacific | +87 | +28 | +31 | 10 | 574 | +29 | +9 | 9 | 638 | 113 | 164 | 132 |
| Appliances and specialties wholesalers | +68 | +25 | +40 | 107 | 35,567 | -6 | -5 | 86 | 14,944 | 58 | 112 | 71 |
| New England | +117 | +32 | +63 | 12 | 2,039 | -4 | -4 | 10 | 871 | 51 | 117 | 68 |
| Middle Atlantic | +60 | +36 | +36 | 24 | 15,140 | -11 | -5 | 14 | 3,857 | 55 | 125 | 67 |
| East North Central | +143 | +26 | +65 | 11 | 3,075 | +4 | +1 | 8 | 999 | 37 | 89 | 45 |
| West North Central | +55 | +18 | +23 | 12 | 1,943 | -2 | -2 | 12 | 2,278 | 117 | 186 | 141 |
| South Atlantic | +49 | +12 | +35 | 17 | 4,869 | -8 | -13 | 16 | 2,385 | 56 | 93 | 73 |
| South Central | +62 | +17 | +15 | 11 | 3,011 | -3 | -5 | 9 | 1,772 | 60 | 100 | 73 |
| Mountain | +72 | +19 | +49 | 6 | 1,407 | +9 | -6 | 6 | 970 | 69 | 108 | 88 |
| Pacific | +73 | +16 | +61 | 14 | 4,083 | -14 | +2 | 11 | 1,812 | 46 | 94 | 52 |
| Furniture and house furnishings | +97 | +49 | +30 | 81 | 23,759 | -2 | -15 | 64 | 18,354 | 87 | 184 | 155 |
| Middle Atlantic | +84 | +33 | +31 | 16 | 4,282 | -9 | -6 | 13 | 3,006 | 90 | 188 | 131 |
| East North Central | +138 | +75 | +45 | 8 | 3,569 | -18 | -15 | 6 | 2,469 | 77 | 237 | 163 |
| West North Central | +150 | +94 | +30 | 9 | 3,825 | +8 | -15 | 9 | 3,728 | 97 | 225 | 222 |
| South Atlantic | +23 | +34 | +4 | 10 | 1,051 | c | c | c | c | c | c | c |
| West South Central | +87 | +34 | +35 | 13 | 2,705 | 0 | -20 | 13 | 2,349 | 87 | 163 | 146 |
| Mountain | +90 | +38 | +48 | 7 | 1,738 | +33 | -22 | 5 | 1,296 | 104 | 165 | 205 |
| Pacific | +89 | +36 | +27 | 12 | 5,299 | -6 | -21 | 10 | 3,678 | 73 | 146 | 124 |
| Hardware | +64 | +19 | +17 | 152 | 77,512 | 0 | -5 | 123 | 90,815 | 144 | 230 | 180 |
| New England | +49 | +35 | +9 | 4 | 731 | -11 | -2 | 4 | 1,452 | 199 | 333 | 274 |
| Middle Atlantic | +70 | +47 | +17 | 35 | 10,796 | +17 | +5 | 29 | 11,683 | 126 | 187 | 184 |
| East North Central | +58 | +13 | +25 | 23 | 15,342 | +2 | -7 | 22 | 19,777 | 133 | 206 | 162 |
| West North Central | +56 | +13 | +9 | 17 | 14,996 | -5 | -10 | 16 | 18,903 | 149 | 234 | 191 |
| South Atlantic | +65 | +21 | +16 | 23 | 7,576 | -1 | -4 | 20 | 10,096 | 143 | 240 | 181 |
| East South Central | +75 | +16 | +21 | 12 | 5,823 | +5 | +2 | 6 | 3,292 | 133 | 186 | 139 |
| West South Central | +54 | +8 | +17 | 15 | 6,648 | -4 | -4 | 9 | 6,288 | 151 | 244 | 171 |
| Mountain | +55 | +27 | +14 | 7 | 3,125 | -5 | -9 | 4 | 2,247 | 177 | 275 | 218 |
| Pacific | +86 | +18 | +20 | 16 | 12,475 | -5 | -6 | 13 | 17,077 | 159 | 280 | 195 |
| Industrial supplies | +67 | +25 | +10 | 88 | 14,728 | -4 | -3 | 64 | 17,135 | 145 | 253 | 187 |
| New England | +80 | +20 | +21 | 8 | 644 | -13 | -11 | 7 | 1,275 | 222 | 471 | 300 |
| Middle Atlantic | +44 | +18 | -5 | 17 | 1,551 | +4 | -3 | 10 | 1,481 | 152 | 208 | 183 |
| East North Central | +53 | +27 | +13 | 7 | 944 | +2 | +1 | 6 | 554 | 128 | 186 | 167 |
| West North Central | +25 | +5 | +8 | 8 | 1,038 | -1 | -1 | 6 | 1,129 | 136 | 180 | 143 |
| South Atlantic | +63 | +27 | +5 | 9 | 984 | -7 | -3 | 8 | 1,296 | 133 | 234 | 175 |
| South Central | +59 | +19 | +3 | 29 | 5,342 | -1 | -1 | 19 | 7,242 | 178 | 270 | 212 |
| Pacific | +112 | +41 | +32 | 10 | 4,225 | -9 | -4 | 8 | 4,158 | 105 | 250 | 155 |
| Jewelry | +51 | +59 | +6 | 152 | 9,578 | +2 | +13 | 86 | 12,976 | 189 | 266 | 260 |
| New England | +73 | +43 | +11 | 6 | 459 | c | c | c | c | c | c | c |
| Middle Atlantic | +64 | +53 | +17 | 51 | 3,121 | +14 | +21 | 20 | 3,354 | 167 | 232 | 209 |
| East North Central | +52 | +88 | +5 | 36 | 2,253 | +5 | +9 | 20 | 2,972 | 176 | 248 | 298 |
| West North Central | +49 | +74 | -3 | 14 | 1,320 | -7 | +5 | 12 | 1,963 | 172 | 270 | 280 |
| South Atlantic | +22 | +59 | +2 | 6 | 298 | c | c | c | c | c | c | c |
| South Central | +32 | +31 | +3 | 7 | 363 | -14 | +3 | 6 | 891 | 255 | 387 | 319 |
| Pacific | +37 | +40 | 0 | 29 | 1,739 | +3 | +17 | 20 | 3,323 | 231 | 296 | 260 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1950 panel | | Percent change | | August 1950 panel | | | | |
| | August 1950 from August 1949 | August 1950 from July 1950 | 8 mos. 1950 from 8 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | August 1950 from August 1949 | August 1950 from July 1950 | No. of establishments reporting | Reported dollar values (add 000) | Aug. 1950 | Aug. 1949 | July 1950 |
| Lumber and building materials | +57 | +15 | +33 | 73 | $17,144 | +13 | -6 | 49 | $9,297 | 80 | 105 | 99 |
| Middle Atlantic | +30 | +3 | +16 | 18 | 3,739 | -11 | -8 | 9 | 860 | 37 | 48 | 42 |
| East North Central | +49 | +1 | +29 | 11 | 1,707 | -17 | -2 | 8 | 732 | 62 | 97 | 61 |
| South Atlantic | +118 | +57 | +56 | 7 | 2,083 | +15 | +1 | 5 | 250 | 48 | 73 | 59 |
| Mountain | +43 | +21 | +21 | 7 | 3,209 | +13 | -9 | 6 | 2,421 | 87 | 104 | 115 |
| Pacific | +10 | +17 | +41 | 8 | 1,814 | +30 | -4 | 6 | 1,553 | 101 | 174 | 123 |
| Machinery equipment, supplies (except electrical) | +35 | +19 | +6 | 48 | 8,367 | +5 | +1 | 34 | 11,338 | 167 | 206 | 192 |
| New England | +54 | +44 | +14 | 5 | 552 | 0 | 0 | 4 | 869 | 205 | 344 | 329 |
| Middle Atlantic | +57 | +31 | 0 | 6 | 1,145 | c | c | c | c | c | c | c |
| East North Central | +80 | +39 | +22 | 11 | 1,206 | +7 | +2 | 9 | 1,333 | 120 | 193 | 168 |
| South Atlantic | +26 | +34 | -10 | 6 | 949 | -7 | -3 | 4 | 1,648 | 217 | 291 | 295 |
| West South Central | +12 | +10 | +6 | 6 | 2,374 | +14 | +2 | 5 | 4,163 | 183 | 177 | 193 |
| Pacific | +111 | +7 | +23 | 9 | 975 | -9 | +1 | 5 | 1,214 | 296 | 629 | 249 |
| Metals | +118 | +39 | +36 | 36 | 13,310 | +8 | -4 | 33 | 12,004 | 92 | 186 | 132 |
| Paints and varnishes | +33 | +18 | +5 | 52 | 6,696 | +11 | +2 | 45 | 15,201 | 235 | 279 | 271 |
| Plumbing and heating supplies | +64 | +11 | +19 | 87 | 18,925 | +20 | -4 | 66 | 16,550 | 101 | 138 | 117 |
| New England | +85 | +24 | +39 | 7 | 617 | c | c | c | c | c | c | c |
| Middle Atlantic | +63 | +26 | +18 | 18 | 1,665 | 0 | -4 | 11 | 1,277 | 102 | 168 | 141 |
| East North Central | +43 | +16 | +15 | 13 | 1,999 | +4 | -12 | 12 | 2,021 | 107 | 148 | 142 |
| West North Central | +54 | +26 | +14 | 11 | 1,967 | +14 | -8 | 9 | 1,554 | 85 | 116 | 121 |
| South Atlantic | +71 | +6 | +25 | 24 | 9,506 | +23 | -2 | 24 | 9,513 | 100 | 139 | 108 |
| Pacific | +87 | +27 | -1 | 4 | 1,237 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +42 | -1 | +23 | 30 | 1,921 | +10 | -1 | 22 | 2,711 | 186 | 234 | 186 |
| Middle Atlantic | +56 | +1 | +25 | 5 | 389 | c | c | c | c | c | c | c |
| East North Central | +9 | -8 | +19 | 7 | 337 | +4 | -4 | 4 | 739 | 275 | 294 | 258 |
| South Atlantic | +39 | +3 | +27 | 6 | 402 | +16 | +3 | 6 | 609 | 151 | 182 | 151 |
| Pacific | +42 | +3 | +13 | 6 | 335 | +5 | +1 | 6 | 572 | 171 | 230 | 175 |
| Surgical, medical, equipment, supplies | +34 | +13 | +17 | 39 | 5,281 | +10 | +5 | 33 | 5,487 | 115 | 143 | 125 |
| Middle Atlantic | +45 | 0 | +23 | 7 | 766 | +5 | +10 | 5 | 601 | 96 | 142 | 88 |
| East North Central | +43 | +15 | +23 | 9 | 2,287 | +10 | +4 | 8 | 2,161 | 99 | 133 | 111 |
| South Atlantic | +29 | +19 | +10 | 9 | 770 | +19 | +4 | 8 | 1,004 | 135 | 146 | 154 |
| West South Central | +14 | +5 | +18 | 5 | 555 | +11 | +12 | 4 | 401 | 90 | 91 | 81 |
| Beer | +1 | +2 | +3 | 42 | 2,329 | +21 | +5 | 35 | 888 | 43 | 35 | 41 |
| Middle Atlantic | 0 | -2 | -4 | 8 | 579 | +10 | +39 | 6 | 118 | 21 | 19 | 15 |
| East North Central | +3 | +9 | +8 | 12 | 650 | +5 | +3 | 11 | 202 | 33 | 32 | 34 |
| West North Central | -5 | -2 | +5 | 5 | 156 | +71 | +7 | 4 | 60 | 74 | 40 | 64 |
| South Atlantic | +8 | +6 | -3 | 6 | 440 | +20 | -5 | 5 | 241 | 63 | 58 | 71 |
| Pacific | 0 | +2 | +6 | 5 | 385 | +41 | +13 | 4 | 215 | 65 | 42 | 58 |
| Chemicals, industrial | +70 | +25 | +32 | 15 | 2,712 | +6 | -5 | 10 | 1,173 | 52 | 86 | 67 |
| Clothing and furnishings (except shoes) | +30 | +61 | +2 | 26 | 5,188 | +15 | +23 | 16 | 3,254 | 99 | 115 | 139 |
| Coal | +37 | +42 | +5 | 21 | 4,402 | -18 | +35 | 13 | 5,206 | 310 | 424 | 335 |
| Confectionery | +6 | +6 | 0 | 44 | 1,449 | +4 | +2 | 26 | 786 | 85 | 86 | 87 |
| Middle Atlantic | +4 | +4 | -2 | 7 | 362 | -5 | +7 | 4 | 138 | 60 | 67 | 63 |
| East North Central | +3 | +9 | -4 | 6 | 186 | -2 | -3 | 4 | 63 | 85 | 90 | 84 |
| South Atlantic | +14 | +8 | +6 | 12 | 285 | +6 | +3 | 7 | 203 | 101 | 107 | 105 |
| South Central | +5 | +5 | -2 | 11 | 313 | +6 | -1 | 6 | 199 | 120 | 117 | 119 |
| Dairy and poultry products | +9 | -1 | +5 | 24 | 6,306 | +1 | +27 | 16 | 2,706 | 49 | 53 | 38 |
| Drugs and sundries (liquor excluded) | +11 | +12 | +7 | 198 | 55,799 | +10 | +7 | 152 | 74,466 | 173 | 172 | 180 |
| New England | +6 | +7 | +6 | 12 | 2,448 | +8 | +4 | 9 | 3,144 | 172 | 174 | 173 |
| Middle Atlantic | +5 | +7 | +5 | 28 | 9,815 | +8 | +6 | 19 | 9,536 | 167 | 153 | 165 |
| East North Central | +11 | +12 | +6 | 28 | 9,160 | +14 | +7 | 22 | 10,389 | 148 | 144 | 154 |
| West North Central | +10 | +14 | +7 | 19 | 5,759 | +4 | +4 | 17 | 7,980 | 158 | 166 | 166 |
| South Atlantic | +13 | +13 | +10 | 31 | 6,542 | +7 | +5 | 23 | 8,340 | 173 | 187 | 186 |
| East South Central | +9 | +12 | +6 | 17 | 3,504 | +12 | +8 | 13 | 5,286 | 185 | 181 | 191 |
| West South Central | +18 | +15 | +10 | 31 | 7,981 | +17 | +10 | 25 | 14,040 | 209 | 210 | 218 |
| Mountain | +11 | +13 | +8 | 12 | 2,718 | +7 | +4 | 9 | 4,101 | 180 | 184 | 193 |
| Pacific | +17 | +15 | +5 | 20 | 7,872 | +10 | +7 | 15 | 11,650 | 169 | 170 | 181 |
| Dry goods | +38 | +48 | +10 | 168 | 63,398 | +9 | -3 | 136 | 71,380 | 129 | 163 | 196 |
| New England | +58 | +68 | +9 | 8 | 1,185 | -9 | -10 | 8 | 779 | 66 | 115 | 123 |
| Middle Atlantic | +52 | +61 | +20 | 44 | 10,730 | +10 | -4 | 31 | 9,435 | 122 | 173 | 199 |
| East North Central | +28 | +32 | +8 | 16 | 6,812 | -3 | -4 | 16 | 7,298 | 107 | 142 | 147 |
| West North Central | +33 | +48 | +7 | 18 | 22,046 | +25 | -3 | 17 | 32,581 | 148 | 157 | 226 |
| South Atlantic | +23 | +60 | -2 | 24 | 6,165 | -7 | 0 | 17 | 6,436 | 116 | 152 | 191 |
| East South Central | +60 | +66 | +16 | 17 | 3,322 | +15 | +2 | 11 | 3,118 | 120 | 172 | 204 |
| West South Central | +19 | +36 | +2 | 13 | 4,302 | +10 | -1 | 13 | 4,658 | 108 | 116 | 149 |
| Mountain | +33 | +54 | +10 | 5 | 735 | +23 | 0 | 5 | 1,236 | 168 | 181 | 258 |
| Pacific | +67 | +34 | +26 | 23 | 8,101 | -26 | -9 | 18 | 5,839 | 137 | 315 | 185 |
| Farm supplies | +1 | +37 | -3 | 20 | 3,529 | -1 | +15 | 9 | 755 | 50 | 59 | 53 |
| Fresh fruits and vegetables | 0 | -14 | -11 | 65 | 5,363 | +1 | -4 | 39 | 628 | 21 | 20 | 23 |
| New England | -15 | -15 | -14 | 10 | 494 | +66 | +2 | 8 | 48 | 19 | 10 | 16 |
| Middle Atlantic | +11 | -4 | -2 | 18 | 1,593 | +34 | +12 | 9 | 161 | 26 | 22 | 23 |
| East North Central | +21 | -34 | +5 | 15 | 1,342 | -10 | 0 | 7 | 121 | 25 | 35 | 35 |
| South Atlantic | -25 | -13 | -15 | 8 | 266 | -22 | 0 | 5 | 32 | 19 | 17 | 16 |
| South Central | +2 | -10 | 0 | 5 | 274 | c | c | c | c | c | c | c |
| Pacific | +7 | +3 | -4 | 5 | 977 | +24 | -3 | 4 | 103 | 11 | 10 | 12 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales |  |  |  |  | Inventory, end-of-month (at cost) |  |  |  | Stock sales[a] ratios |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Percent change |  |  | August 1950 panel |  | Percent change |  | August 1950 panel |  |  |  |  |
|  | August 1950 from August 1949 | August 1950 from July 1950 | 8 mos. 1950 from 8 mos. 1949[b] | No. of estab-lishments report-ing | Reported dollar values (add 000) | August 1950 from August 1949 | August 1950 from July 1950 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Aug. 1950 | Aug. 1949 | July 1950 |
| Groceries, total | +23 | -2 | +8 | 842 | $149,098 | +10 | +14 | 650 | $133,858 | 117 | 130 | 102 |
| Non-affiliated full-line wholesalers[d] | +16 | -2 | +5 | 571 | 67,396 | +13 | +17 | 456 | 63,540 | 120 | 123 | 101 |
| New England | +26 | -3 | +7 | 6 | 1,665 | c | c | c | c | c | c | c |
| Middle Atlantic | +19 | +1 | +5 | 21 | 3,017 | +8 | +13 | 11 | 2,244 | 113 | 124 | 102 |
| East North Central | +27 | +4 | +12 | 146 | 15,124 | +17 | +20 | 125 | 15,488 | 120 | 131 | 104 |
| West North Central | +17 | -4 | +3 | 62 | 7,225 | +10 | +16 | 51 | 6,749 | 119 | 128 | 99 |
| South Atlantic | +15 | +1 | +1 | 65 | 8,259 | +16 | +10 | 37 | 6,311 | 111 | 113 | 103 |
| East South Central | +10 | -7 | +5 | 40 | 4,650 | +10 | +10 | 31 | 4,065 | 114 | 113 | 96 |
| West South Central | +8 | -8 | +4 | 112 | 13,722 | +8 | +14 | 89 | 13,912 | 132 | 131 | 109 |
| Mountain | +6 | -5 | -5 | 25 | 2,563 | +15 | +11 | 23 | 2,845 | 115 | 105 | 98 |
| Pacific | +14 | -4 | +5 | 94 | 11,171 | +19 | +25 | 86 | 9,883 | 115 | 109 | 88 |
| Voluntary-group wholesalers | +25 | -2 | +10 | 154 | 54,766 | +5 | +11 | 120 | 48,588 | 111 | 132 | 100 |
| New England | +32 | +4 | +11 | 8 | 3,718 | +19 | +16 | 5 | 1,293 | 110 | 105 | 88 |
| Middle Atlantic | +35 | -1 | +12 | 46 | 16,943 | -2 | +13 | 33 | 13,456 | 101 | 142 | 92 |
| East North Central | +20 | -8 | +8 | 34 | 10,402 | +19 | +16 | 27 | 8,925 | 113 | 114 | 90 |
| West North Central | +28 | +8 | +11 | 32 | 13,087 | +5 | +2 | 32 | 14,893 | 114 | 139 | 119 |
| South Atlantic | +23 | +4 | +11 | 11 | 2,735 | +14 | +31 | 7 | 1,792 | 92 | 99 | 74 |
| Pacific | +15 | -10 | +10 | 11 | 3,724 | -5 | +1 | 4 | 1,868 | 87 | 103 | 86 |
| Retailer-cooperative warehouses | +23 | -13 | +12 | 21 | 9,107 | +9 | +11 | 15 | 5,499 | 119 | 125 | 91 |
| Specialty lines wholesalers | +48 | +7 | +14 | 96 | 17,829 | +16 | +15 | 59 | 16,231 | 119 | 154 | 113 |
| New England | +8 | +6 | 0 | 8 | 337 | +29 | +63 | 4 | 191 | 74 | 63 | 47 |
| Middle Atlantic | +72 | +14 | +18 | 21 | 5,008 | +24 | +36 | 12 | 3,972 | 93 | 135 | 80 |
| East North Central | +33 | -22 | +14 | 10 | 685 | +32 | +7 | 5 | 194 | 63 | 62 | 71 |
| West North Central | +22 | +10 | +15 | 4 | 488 | +10 | -43 | 4 | 379 | 78 | 86 | 150 |
| South Atlantic | +29 | +3 | +11 | 24 | 2,156 | +27 | +14 | 15 | 1,749 | 107 | 111 | 95 |
| East South Central | +13 | -6 | +18 | 6 | 541 | c | c | c | c | c | c | c |
| West South Central | +82 | +62 | +6 | 5 | 585 | c | c | c | c | c | c | c |
| Pacific | +49 | +6 | +13 | 15 | 7,889 | +10 | +12 | 11 | 8,968 | 149 | 204 | 142 |
| Leather and shoe findings | +35 | +14 | +9 | 31 | 759 | +6 | +3 | 15 | 1,104 | 269 | 319 | 313 |
| Middle Atlantic | +22 | -3 | +6 | 8 | 71 | c | c | c | c | c | c | c |
| East North Central | +38 | -9 | +6 | 5 | 84 | c | c | c | c | c | c | c |
| West North Central | +19 | +10 | +20 | 5 | 92 | c | c | c | c | c | c | c |
| Pacific | +43 | +24 | +9 | 7 | 406 | c | c | c | c | c | c | c |
| Meats and meat products | +10 | +6 | +1 | 40 | 23,217 | +40 | +5 | 40 | 8,165 | 45 | 35 | 44 |
| Middle Atlantic | +15 | 0 | +2 | 9 | 4,118 | +21 | +1 | 9 | 1,676 | 41 | 39 | 40 |
| East North Central | +7 | +4 | -3 | 13 | 9,667 | +52 | +13 | 12 | 4,306 | 47 | 33 | 44 |
| Pacific | +26 | +14 | +7 | 5 | 4,173 | +41 | -8 | 4 | 706 | 31 | 26 | 39 |
| Paper and its products | +29 | +28 | +11 | 61 | 10,534 | +4 | +1 | 36 | 7,200 | 106 | 132 | 142 |
| New England | +22 | +18 | +5 | 4 | 309 | c | c | c | c | c | c | c |
| Middle Atlantic | +41 | +37 | +18 | 18 | 2,703 | +8 | -4 | 11 | 1,394 | 84 | 108 | 118 |
| East North Central | +29 | +20 | +12 | 18 | 4,032 | 0 | -7 | 12 | 2,452 | 88 | 120 | 129 |
| West North Central | +39 | +21 | +9 | 4 | 417 | c | c | c | c | c | c | c |
| South Atlantic | +51 | +27 | +12 | 7 | 896 | c | c | c | c | c | c | c |
| Pacific | +5 | +36 | -8 | 6 | 1,525 | +7 | +14 | 4 | 1,758 | 147 | 138 | 178 |
| Petroleum | +14 | +13 | +6 | 27 | 4,766 | +35 | +7 | 26 | 4,341 | 91 | 77 | 96 |
| Shoes and other footwear | +22 | +25 | +6 | 31 | 35,654 | -2 | -9 | 23 | 53,671 | 154 | 193 | 213 |
| Tobacco products | +4 | +5 | -1 | 290 | 44,997 | +9 | +15 | 169 | 16,444 | 56 | 54 | 51 |
| New England | -10 | +1 | 0 | 22 | 3,336 | +3 | +4 | 13 | 745 | 52 | 54 | 55 |
| Middle Atlantic | +5 | +4 | -1 | 59 | 15,453 | +9 | +24 | 37 | 7,085 | 61 | 58 | 50 |
| East North Central | +6 | +6 | -1 | 66 | 8,146 | +9 | +11 | 39 | 2,600 | 53 | 53 | 52 |
| West North Central | +3 | +2 | -4 | 39 | 5,026 | +17 | +8 | 26 | 2,203 | 59 | 52 | 55 |
| South Atlantic | +5 | +11 | -2 | 24 | 5,177 | 0 | +11 | 19 | 2,033 | 47 | 49 | 47 |
| East South Central | +9 | +11 | +4 | 14 | 1,698 | +18 | -1 | 7 | 554 | 45 | 44 | 52 |
| West South Central | +6 | +6 | +4 | 24 | 1,870 | +14 | +4 | 9 | 394 | 47 | 42 | 52 |
| Mountain | +16 | +6 | +8 | 19 | 1,472 | -2 | +13 | 7 | 331 | 67 | 79 | 61 |
| Pacific | +1 | +7 | -3 | 23 | 2,819 | +9 | +11 | 12 | 499 | 51 | 48 | 48 |
| Wines and spirits[e] | +67 | 0 | +15 | 282 | 96,612 | +25 | +33 | 229 | 99,688 | 132 | 174 | 96 |
| New England | +66 | +2 | +15 | 21 | 5,708 | +48 | +30 | 15 | 4,009 | 107 | 113 | 85 |
| Middle Atlantic | +85 | +10 | +17 | 41 | 27,020 | +21 | +30 | 35 | 26,754 | 131 | 188 | 102 |
| East North Central | +53 | -3 | +16 | 44 | 11,512 | +17 | +38 | 33 | 10,471 | 132 | 169 | 95 |
| West North Central | +84 | +7 | +15 | 30 | 10,389 | +16 | +49 | 25 | 8,916 | 140 | 232 | 87 |
| South Atlantic | +56 | -7 | +8 | 42 | 12,867 | +25 | +49 | 40 | 15,066 | 120 | 150 | 75 |
| East South Central | +28 | -3 | -1 | 17 | 3,058 | +31 | +18 | 14 | 4,309 | 156 | 162 | 130 |
| West South Central | +77 | +4 | +9 | 39 | 9,461 | +27 | +22 | 32 | 13,028 | 150 | 217 | 127 |
| Mountain | +49 | -15 | +23 | 14 | 3,018 | +19 | +24 | 14 | 3,136 | 104 | 130 | 71 |
| Pacific | +59 | -13 | +21 | 34 | 13,579 | +40 | +31 | 21 | 13,999 | 140 | 165 | 96 |
| Miscellaneous | +27 | +13 | +13 | 42 | 7,364 | -6 | +3 | 29 | 5,607 | 108 | 153 | 122 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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331w

Ref

MONTHLY

# WHOLESALE TRADE

REPORT

THE LIBRARY OF THE
FEB 13 1951
UNIVERSITY OF ILLINOIS

SEPTEMBER 1950

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

For Release
November 3, 1950

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,086 wholesale establishments in various lines of business.

### SALES

September sales of wholesalers registered a decline of 10 percent below the unusually high level prevailing during August. Compared with September of last year, however, sales showed an increase of 19 percent. Cumulative sales for the first nine months of 1950 were 13 percent higher than during the first three quarters of 1949.

Regionally, declines below the previous month were experienced in all areas, ranging from 9 to 14 percent. Conversely, however, all sections of the country reported increases over September of last year, from 14 percent in the West South and West North Central regions to 23 percent in the South Atlantic district.

While most trades reported September sales at a level higher than a year ago, only seven indicated increases above the exceptionally high level prevailing during the previous month. The largest increases over September 1949 were registered in metals (+78%) and industrial chemicals (+77%). Only three trades, farm supplies (-2%), fresh fruits and vegetables (-11%) and tobacco products (-1%) reported sales during the first three quarters of 1950 below the comparable period a year ago.

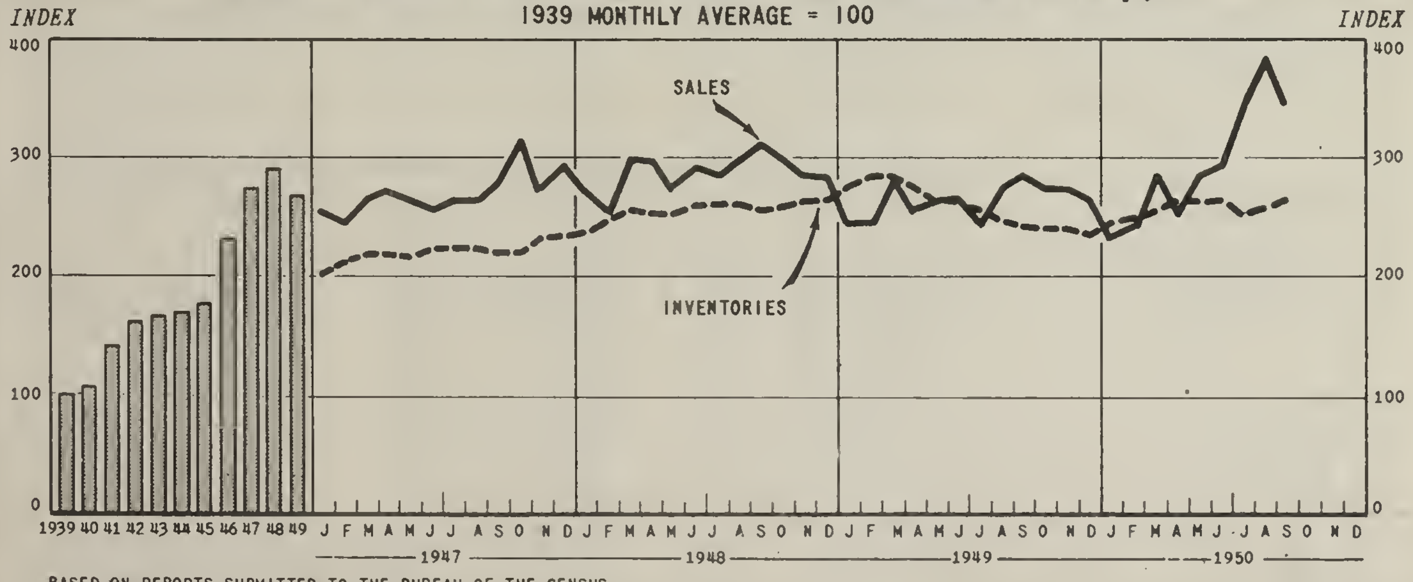
### INVENTORIES

Wholesalers' inventories at the end of September increased 4 percent over the August 31 stock level and were 10 percent higher than the dollar value of stocks on hand on September 30 of last year. All geographic regions followed the national pattern with increases in the stock level over both periods. According to reports of 3,070 establishments reporting inventories in conjunction with sales, the September stock-sales ratio of 125 was 19 points above the previous month but 10 points below the same period a year ago.

### RETAIL TRADE

According to this Bureau's Monthly Retail Trade Report, September sales of independent retail stores increased slightly (1%) over August 1950 but were 14 percent higher than September of last year. Cumulative sales for the first nine months of this year were 10 percent above the same period of 1949.

TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

4÷7/5

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## SEPTEMBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1950 panel | | Percent change | | September 1950 panel | | | | |
| | Sept. 1950 from Sept. 1949 | Sept. 1950 from Aug. 1950 | 9 mos. 1950 from 9 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Sept. 1950 from Sept. 1949 | Sept. 1950 from Aug. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Sept. 1950 | Sept. 1949 | Aug. 1950 |
| United States total | +19 | -10 | +13 | 4,086 | $841,031 | +10 | +4 | 3,070 | $830,839 | 125 | 135 | 106 |
| New England | +21 | -14 | +15 | 238 | 34,470 | +9 | +6 | 175 | 30,651 | 116 | 130 | 96 |
| Middle Atlantic | +22 | -11 | +15 | 763 | 170,272 | +15 | +5 | 530 | 142,899 | 112 | 120 | 94 |
| East North Central | +18 | -9 | +14 | 812 | 151,470 | +9 | +5 | 629 | 143,855 | 112 | 123 | 97 |
| West North Central | +14 | -10 | +9 | 451 | 115,951 | +12 | +2 | 352 | 135,863 | 141 | 144 | 122 |
| South Atlantic | +23 | -11 | +14 | 495 | 90,848 | +9 | +2 | 372 | 89,138 | 118 | 134 | 103 |
| East South Central | +15 | -9 | +11 | 201 | 34,070 | +12 | +5 | 148 | 34,226 | 123 | 127 | 105 |
| West South Central | +14 | -9 | +8 | 382 | 71,265 | +12 | +5 | 300 | 91,674 | 151 | 153 | 131 |
| Mountain | +18 | -13 | +15 | 170 | 28,818 | +6 | +3 | 129 | 28,149 | 124 | 138 | 107 |
| Pacific | +20 | -14 | +16 | 524 | 107,405 | +3 | +2 | 386 | 109,402 | 133 | 156 | 110 |
| Automotive supplies | +18 | -14 | +15 | 276 | 21,791 | 0 | -2 | 176 | 16,391 | 191 | 218 | 168 |
| New England | +12 | -20 | +9 | 8 | 599 | c | c | c | c | c | c | c |
| Middle Atlantic | +20 | -15 | +7 | 40 | 1,330 | +3 | +3 | 36 | 2,226 | 195 | 222 | 159 |
| East North Central | +13 | -13 | +14 | 59 | 4,712 | +13 | +7 | 46 | 5,877 | 181 | 186 | 149 |
| West North Central | +28 | -11 | +13 | 45 | 5,722 | -11 | -9 | 20 | 2,262 | 185 | 266 | 189 |
| South Atlantic | +21 | -7 | +28 | 16 | 3,131 | +5 | -15 | 9 | 681 | 215 | 217 | 214 |
| South Central | 0 | -18 | +22 | 16 | 1,400 | +10 | +2 | 13 | 1,471 | 201 | 166 | 151 |
| Mountain | +5 | -23 | +12 | 15 | 1,947 | -27 | -30 | 7 | 627 | 159 | 208 | 164 |
| Pacific | +28 | -15 | +7 | 77 | 2,950 | -12 | -8 | 42 | 2,833 | 210 | 303 | 210 |
| Electrical group, total | +38 | -10 | +23 | 646 | 170,362 | -3 | +6 | 575 | 124,714 | 80 | 114 | 67 |
| Full-line wholesalers | +35 | -12 | +19 | 418 | 125,284 | -6 | +6 | 409 | 100,873 | 82 | 117 | 68 |
| New England | +48 | -10 | +27 | 31 | 7,287 | -13 | -3 | 31 | 5,457 | 75 | 127 | 70 |
| Middle Atlantic | +35 | -19 | +22 | 62 | 18,852 | +3 | +6 | 59 | 15,419 | 84 | 110 | 65 |
| East North Central | +37 | -14 | +24 | 81 | 26,391 | -3 | +10 | 79 | 21,568 | 83 | 118 | 65 |
| West North Central | +19 | -15 | +2 | 42 | 11,987 | -5 | +5 | 42 | 9,547 | 80 | 99 | 64 |
| South Atlantic | +46 | -5 | +25 | 61 | 18,251 | +3 | +10 | 59 | 14,369 | 81 | 115 | 70 |
| East South Central | +28 | -17 | +17 | 25 | 5,358 | 0 | +5 | 24 | 4,035 | 77 | 99 | 61 |
| West South Central | +33 | -7 | +12 | 46 | 12,222 | -8 | +6 | 46 | 11,528 | 94 | 136 | 83 |
| Mountain | +34 | -7 | +20 | 19 | 5,052 | -17 | -4 | 19 | 3,752 | 74 | 120 | 72 |
| Pacific | +33 | -9 | +23 | 51 | 19,884 | -18 | +2 | 50 | 15,198 | 77 | 125 | 68 |
| Wiring supplies, construction materials distributors | +49 | -3 | +16 | 127 | 9,788 | +14 | +4 | 87 | 7,413 | 104 | 135 | 98 |
| New England | +49 | -3 | +19 | 13 | 726 | +10 | +2 | 6 | 334 | 114 | 155 | 98 |
| Middle Atlantic | +30 | -6 | +8 | 37 | 1,604 | +1 | +1 | 25 | 1,647 | 118 | 157 | 112 |
| East North Central | +56 | -6 | +23 | 29 | 3,052 | +14 | +5 | 22 | 2,256 | 108 | 138 | 99 |
| West North Central | +36 | +1 | +9 | 9 | 1,324 | +23 | +1 | 7 | 1,097 | 131 | 138 | 128 |
| South Atlantic | +69 | +8 | +18 | 17 | 1,908 | +19 | +20 | 11 | 1,052 | 67 | 97 | 63 |
| South Central | +57 | -11 | +4 | 8 | 489 | +41 | +7 | 6 | 402 | 108 | 124 | 93 |
| Mountain | +22 | -28 | +19 | 4 | 174 | c | c | c | c | c | c | c |
| Pacific | +52 | -8 | +33 | 10 | 511 | +17 | -8 | 9 | 565 | 112 | 147 | 111 |
| Appliances and specialties wholesalers | +47 | -4 | +41 | 101 | 35,290 | +9 | +9 | 79 | 16,428 | 66 | 93 | 56 |
| New England | +67 | -7 | +64 | 13 | 1,915 | +9 | +8 | 11 | 980 | 62 | 95 | 52 |
| Middle Atlantic | +42 | +4 | +37 | 23 | 16,279 | +23 | +16 | 14 | 4,663 | 61 | 83 | 54 |
| East North Central | +66 | -7 | +66 | 14 | 3,281 | +48 | +17 | 10 | 1,600 | 55 | 63 | 44 |
| West North Central | +31 | -12 | +27 | 10 | 2,597 | +16 | +5 | 9 | 3,136 | 122 | 138 | 102 |
| South Atlantic | +40 | -20 | +36 | 14 | 3,878 | -11 | 0 | 13 | 2,065 | 64 | 96 | 49 |
| South Central | +69 | -10 | +19 | 9 | 1,988 | -2 | +14 | 7 | 1,282 | 66 | 113 | 52 |
| Mountain | +66 | -17 | +51 | 6 | 985 | +13 | -1 | 6 | 1,003 | 102 | 150 | 85 |
| Pacific | +52 | +1 | +59 | 12 | 4,367 | -18 | +9 | 9 | 1,699 | 40 | 75 | 38 |
| Furniture and house furnishings | +37 | -19 | +31 | 81 | 18,217 | +1 | -3 | 64 | 17,069 | 106 | 151 | 87 |
| Middle Atlantic | +17 | -22 | +29 | 17 | 3,378 | +5 | -1 | 13 | 3,023 | 117 | 138 | 91 |
| East North Central | +66 | -19 | +48 | 7 | 2,778 | -14 | -6 | 6 | 2,320 | 90 | 180 | 77 |
| West North Central | +54 | -17 | +33 | 12 | 3,173 | +10 | -4 | 12 | 3,569 | 112 | 157 | 97 |
| West South Central | +38 | -24 | +35 | 11 | 1,560 | -9 | -8 | 11 | 1,650 | 106 | 161 | 88 |
| Mountain | +28 | -28 | +45 | 7 | 1,244 | +29 | +1 | 5 | 1,307 | 135 | 160 | 104 |
| Pacific | +37 | -22 | +28 | 12 | 4,154 | -5 | -1 | 10 | 3,630 | 92 | 131 | 73 |
| Hardware | +28 | -12 | +19 | 148 | 63,680 | 0 | -2 | 122 | 84,616 | 158 | 202 | 140 |
| New England | +24 | -7 | +12 | 5 | 793 | -7 | +2 | 4 | 1,476 | 226 | 302 | 198 |
| Middle Atlantic | +34 | -7 | +19 | 33 | 9,392 | +17 | -3 | 27 | 10,943 | 132 | 156 | 126 |
| East North Central | +28 | -10 | +26 | 19 | 10,409 | +6 | +1 | 18 | 14,862 | 149 | 180 | 132 |
| West North Central | +17 | -11 | +10 | 16 | 13,234 | 0 | 0 | 15 | 18,745 | 169 | 195 | 149 |
| South Atlantic | +30 | -16 | +18 | 25 | 6,719 | -4 | -4 | 22 | 10,192 | 162 | 223 | 143 |
| East South Central | +33 | -23 | +22 | 12 | 4,510 | +2 | +10 | 10 | 5,712 | 144 | 187 | 101 |
| West South Central | +22 | -11 | +18 | 15 | 5,891 | +1 | +1 | 9 | 6,379 | 177 | 207 | 151 |
| Mountain | +41 | -13 | +17 | 7 | 2,734 | -2 | -2 | 4 | 2,199 | 187 | 242 | 177 |
| Pacific | +39 | -15 | +22 | 16 | 9,998 | -11 | -10 | 13 | 14,108 | 164 | 261 | 157 |
| Industrial supplies | +50 | -2 | +14 | 90 | 11,357 | -1 | -1 | 63 | 13,450 | 166 | 243 | 164 |
| New England | +47 | -11 | +23 | 7 | 555 | -14 | -1 | 6 | 1,220 | 247 | 439 | 222 |
| Middle Atlantic | +60 | +8 | 0 | 19 | 1,594 | +13 | +9 | 11 | 1,308 | 143 | 197 | 143 |
| East North Central | +57 | -6 | +17 | 7 | 905 | +2 | -1 | 6 | 563 | 133 | 186 | 125 |
| West North Central | +21 | -5 | +10 | 8 | 989 | -5 | -2 | 5 | 814 | 149 | 196 | 141 |
| South Atlantic | +37 | -12 | +10 | 10 | 722 | -6 | -2 | 9 | 1,050 | 148 | 217 | 132 |
| South Central | +54 | +2 | +9 | 30 | 5,644 | -1 | -2 | 20 | 7,140 | 163 | 238 | 171 |
| Pacific | +52 | -13 | +32 | 9 | 948 | +7 | +2 | 6 | 1,355 | 208 | 316 | 184 |
| Jewelry | +23 | +5 | +9 | 151 | 9,694 | +6 | +6 | 85 | 12,394 | 177 | 203 | 180 |
| New England | +16 | +4 | +7 | 5 | 422 | c | c | c | c | c | c | c |
| Middle Atlantic | +28 | 0 | +19 | 50 | 3,150 | +26 | +12 | 20 | 3,768 | 183 | 183 | 171 |
| East North Central | +12 | +4 | +5 | 37 | 1,983 | 0 | +6 | 22 | 2,409 | 148 | 164 | 147 |
| West North Central | +18 | -1 | 0 | 14 | 1,360 | -6 | +2 | 10 | 1,688 | 169 | 209 | 168 |
| South Atlantic | +14 | +10 | +9 | 6 | 390 | c | c | c | c | c | c | c |
| South Central | +30 | +6 | +6 | 6 | 306 | -9 | +1 | 5 | 779 | 263 | 376 | 278 |
| Pacific | +36 | +20 | +5 | 30 | 2,041 | +3 | +4 | 21 | 3,292 | 191 | 248 | 227 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## SEPTEMBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1950 panel | | Percent change | | September 1950 panel | | | | |
| | Sept. 1950 from Sept. 1949 | Sept. 1950 from Aug. 1950 | 9 mos. 1950 from 9 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Sept. 1950 from Sept. 1949 | Sept. 1950 from Aug. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Sept. 1950 | Sept. 1949 | Aug. 1950 |
| Lumber and building materials | +38 | -9 | +34 | 75 | $15,853 | +22 | 0 | 51 | $9,048 | 87 | 92 | 76 |
| Middle Atlantic | +8 | -16 | +15 | 18 | 3,135 | -11 | -3 | 9 | 831 | 46 | 48 | 37 |
| East North Central | +25 | -11 | +29 | 10 | 1,483 | -13 | -3 | 7 | 705 | 73 | 90 | 64 |
| West North Central | +40 | +14 | +39 | 7 | 1,101 | +18 | -19 | 4 | 272 | 47 | 51 | 59 |
| South Atlantic | +75 | -16 | +58 | 7 | 1,747 | +9 | -2 | 5 | 245 | 50 | 61 | 48 |
| East South Central | +66 | +38 | +42 | 4 | 1,268 | c | c | c | c | c | c | c |
| Mountain | +34 | -10 | +23 | 6 | 2,605 | +33 | +11 | 5 | 1,954 | 87 | 82 | 72 |
| Pacific | +76 | -6 | +44 | 9 | 1,823 | +37 | +2 | 7 | 1,767 | 112 | 150 | 104 |
| Machinery equipment, supplies (except electrical) | +18 | -9 | +7 | 46 | 7,463 | +13 | +1 | 31 | 11,158 | 184 | 184 | 167 |
| New England | +28 | -15 | +16 | 5 | 468 | +7 | +1 | 4 | 876 | 254 | 313 | 204 |
| Middle Atlantic | +53 | -2 | +5 | 8 | 1,173 | +29 | +7 | 3 | 978 | 143 | 191 | 131 |
| East North Central | +47 | -5 | +25 | 11 | 1,229 | +16 | +4 | 8 | 1,519 | 140 | 179 | 128 |
| South Atlantic | +31 | +8 | -7 | 5 | 936 | c | c | c | c | c | c | c |
| Pacific | +97 | -14 | +28 | 7 | 732 | +98 | +5 | 5 | 1,310 | 348 | 279 | 292 |
| Metals | +78 | -10 | +41 | 35 | 11,346 | -2 | -7 | 32 | 10,356 | 93 | 167 | 90 |
| Paints and varnishes | +31 | +2 | +8 | 52 | 7,046 | +18 | +6 | 45 | 16,178 | 235 | 264 | 230 |
| Plumbing and heating supplies | +29 | -15 | +20 | 83 | 14,432 | +21 | -3 | 60 | 14,274 | 120 | 126 | 105 |
| New England | +35 | -21 | +38 | 7 | 489 | c | c | c | c | c | c | c |
| Middle Atlantic | +25 | -12 | +19 | 19 | 1,551 | -8 | -10 | 11 | 1,156 | 105 | 148 | 102 |
| East North Central | +18 | -17 | +16 | 13 | 1,597 | +10 | -1 | 11 | 1,844 | 134 | 142 | 112 |
| West North Central | +22 | -10 | +16 | 10 | 1,746 | +18 | -4 | 8 | 1,455 | 90 | 92 | 84 |
| South Atlantic | +31 | -17 | +26 | 20 | 6,184 | +26 | -5 | 20 | 7,461 | 121 | 125 | 105 |
| Pacific | +75 | -3 | +7 | 4 | 1,195 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +25 | -28 | +23 | 31 | 1,519 | +14 | +1 | 23 | 2,789 | 241 | 256 | 173 |
| Middle Atlantic | +35 | -27 | +26 | 5 | 284 | c | c | c | c | c | c | c |
| East North Central | +17 | -25 | +19 | 6 | 263 | -5 | -11 | 4 | 657 | 304 | 365 | 275 |
| South Atlantic | +36 | -21 | +29 | 8 | 518 | +29 | +9 | 7 | 901 | 185 | 197 | 135 |
| Pacific | +8 | -31 | +12 | 6 | 179 | +24 | +14 | 6 | 464 | 259 | 225 | 156 |
| Surgical, medical, equipment, supplies | +45 | 0 | +19 | 31 | 4,334 | +15 | +3 | 27 | 4,189 | 103 | 131 | 100 |
| Middle Atlantic | +49 | +5 | +25 | 6 | 795 | -5 | -10 | 4 | 533 | 81 | 141 | 95 |
| East North Central | +56 | 0 | +26 | 5 | 1,839 | +22 | +7 | 5 | 1,586 | 86 | 110 | 80 |
| South Atlantic | +29 | -2 | +11 | 7 | 615 | +45 | +8 | 6 | 771 | 130 | 115 | 119 |
| West South Central | +27 | 0 | +19 | 4 | 447 | -4 | -6 | 4 | 378 | 85 | 111 | 90 |
| Beer | -2 | -22 | +2 | 44 | 1,841 | +20 | -6 | 38 | 868 | 52 | 42 | 43 |
| Middle Atlantic | -23 | -33 | -7 | 9 | 424 | +12 | -19 | 8 | 120 | 29 | 20 | 24 |
| East North Central | 0 | -22 | +7 | 14 | 527 | +15 | +5 | 13 | 224 | 44 | 39 | 33 |
| West North Central | +1 | -17 | +3 | 5 | 129 | +41 | -20 | 4 | 48 | 69 | 47 | 74 |
| South Atlantic | +9 | -13 | -1 | 6 | 384 | +15 | -2 | 5 | 237 | 71 | 67 | 63 |
| Pacific | +19 | -15 | +7 | 5 | 327 | +50 | -9 | 4 | 196 | 69 | 51 | 65 |
| Chemicals, industrial | +77 | +2 | +38 | 14 | 3,035 | +6 | -1 | 9 | 1,232 | 47 | 85 | 49 |
| Clothing and furnishings (except shoes) | +3 | -12 | +2 | 23 | 4,193 | +13 | -7 | 15 | 3,038 | 100 | 98 | 99 |
| Coal | +44 | +10 | +9 | 19 | 4,380 | -13 | +4 | 16 | 5,516 | 145 | 246 | 154 |
| Confectionery | +5 | +2 | 0 | 41 | 1,352 | +3 | +5 | 24 | 768 | 85 | 88 | 83 |
| Middle Atlantic | +2 | +9 | -2 | 7 | 318 | +2 | -5 | 4 | 86 | 51 | 48 | 57 |
| East North Central | +5 | -1 | -3 | 4 | 97 | c | c | c | c | c | c | c |
| South Atlantic | +5 | -4 | +6 | 12 | 275 | +8 | +8 | 7 | 219 | 120 | 112 | 101 |
| South Central | +6 | +10 | -1 | 10 | 330 | -4 | +5 | 5 | 186 | 93 | 118 | 116 |
| Dairy and poultry products | +8 | -7 | +5 | 24 | 5,681 | +29 | +12 | 15 | 2,993 | 64 | 55 | 54 |
| Drugs and sundries (liquor excluded) | +8 | +3 | +7 | 198 | 57,029 | +11 | +4 | 152 | 77,346 | 174 | 168 | 173 |
| New England | +8 | +6 | +6 | 14 | 2,774 | +8 | +4 | 11 | 3,509 | 162 | 163 | 162 |
| Middle Atlantic | +2 | +5 | +5 | 25 | 10,000 | +5 | +2 | 17 | 9,648 | 158 | 147 | 166 |
| East North Central | +10 | +5 | +7 | 29 | 9,819 | +17 | +8 | 22 | 11,472 | 151 | 142 | 147 |
| West North Central | +8 | +4 | +7 | 20 | 6,432 | +7 | +4 | 18 | 9,171 | 160 | 162 | 161 |
| South Atlantic | +11 | +2 | +10 | 32 | 6,883 | +10 | +4 | 23 | 8,629 | 177 | 179 | 177 |
| East South Central | +4 | +2 | +6 | 18 | 3,714 | +11 | +4 | 14 | 5,766 | 188 | 178 | 186 |
| West South Central | +12 | +3 | +10 | 28 | 7,960 | +19 | +5 | 23 | 13,976 | 208 | 197 | 207 |
| Mountain | +6 | -2 | +8 | 12 | 1,881 | +11 | +4 | 9 | 3,198 | 218 | 205 | 209 |
| Pacific | +12 | -4 | +6 | 20 | 7,566 | +6 | +3 | 15 | 11,977 | 181 | 179 | 169 |
| Dry goods | +11 | -14 | +11 | 168 | 55,155 | +10 | -4 | 135 | 69,313 | 145 | 144 | 131 |
| New England | +6 | -16 | +9 | 7 | 903 | -6 | +3 | 7 | 646 | 72 | 81 | 59 |
| Middle Atlantic | +18 | -12 | +20 | 43 | 9,521 | +10 | -3 | 31 | 9,497 | 135 | 144 | 123 |
| East North Central | +6 | -8 | +8 | 18 | 6,792 | -1 | -4 | 18 | 7,584 | 112 | 120 | 108 |
| West North Central | +8 | -15 | +7 | 19 | 19,395 | -23 | -8 | 18 | 31,422 | 162 | 143 | 150 |
| South Atlantic | +1 | -8 | 0 | 23 | 5,128 | -2 | -3 | 16 | 6,053 | 134 | 138 | 126 |
| East South Central | +12 | -19 | +16 | 16 | 2,494 | +21 | 0 | 10 | 2,868 | 152 | 141 | 121 |
| West South Central | -1 | -16 | +2 | 14 | 3,706 | +27 | +6 | 14 | 5,032 | 136 | 106 | 108 |
| Mountain | +18 | -20 | +11 | 5 | 589 | +28 | +1 | 5 | 1,253 | 213 | 196 | 168 |
| Pacific | +30 | -18 | +26 | 23 | 6,627 | -29 | -1 | 16 | 4,958 | 163 | 320 | 129 |
| Farm supplies | +6 | -7 | -2 | 19 | 2,590 | -3 | +3 | 8 | 739 | 94 | 88 | 95 |
| Fresh fruits and vegetables | -9 | -18 | -11 | 64 | 3,860 | +4 | +5 | 37 | 650 | 27 | 23 | 21 |
| New England | +1 | -24 | -13 | 9 | 358 | +65 | -18 | 7 | 28 | 16 | 10 | 15 |
| Middle Atlantic | -14 | -23 | -3 | 18 | 1,219 | +27 | +25 | 8 | 188 | 35 | 26 | 22 |
| East North Central | +7 | -22 | +5 | 15 | 714 | -9 | +1 | 8 | 126 | 28 | 31 | 21 |
| South Atlantic | -17 | +20 | +15 | 7 | 300 | -30 | +31 | 5 | 42 | 20 | 22 | 19 |
| East South Central | +16 | +14 | +2 | 6 | 324 | c | c | c | c | c | c | c |
| Pacific | -5 | -13 | -4 | 4 | 659 | c | c | c | c | c | c | c |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION SEPTEMBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1950 panel | | Percent change | | September 1950 panel | | | | |
| | Sept. 1950 from Sept. 1949 | Sept. 1950 from August 1950 | 9 mos. 1950 from 9 mos. 1949[b] | No. of estab-lishments report-ing | Reported dollar values (add 000) | Sept. 1950 from Sept. 1949 | Sept. 1950 from August 1950 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Sept. 1950 | Sept. 1949 | Aug. 1950 |
| Groceries, total | +5 | -11 | +8 | 831 | $129,850 | +14 | +9 | 643 | $142,324 | 142 | 131 | 117 |
| Non-affiliated full-line wholesalers[d] | +2 | -8 | +5 | 550 | 57,684 | +13 | +5 | 447 | 65,820 | 137 | 124 | 121 |
| New England | +9 | -7 | +7 | 6 | 1,546 | c | c | c | c | c | c | c |
| Middle Atlantic | +3 | -17 | +5 | 22 | 2,332 | +9 | +5 | 12 | 2,402 | 147 | 140 | 119 |
| East North Central | +12 | -2 | +12 | 138 | 14,159 | +15 | +6 | 118 | 16,186 | 128 | 126 | 120 |
| West North Central | -7 | -11 | +2 | 60 | 6,125 | +12 | +8 | 51 | 7,761 | 146 | 120 | 120 |
| South Atlantic | +5 | -8 | +2 | 62 | 6,858 | +14 | +9 | 37 | 6,012 | 129 | 123 | 109 |
| East South Central | -2 | -7 | +4 | 39 | 4,185 | +15 | +3 | 31 | 4,247 | 126 | 105 | 114 |
| West South Central | 0 | -7 | +3 | 112 | 12,667 | +11 | +6 | 89 | 14,588 | 148 | 132 | 133 |
| Mountain | -6 | -9 | -5 | 22 | 2,149 | +11 | +6 | 20 | 2,784 | 134 | 113 | 115 |
| Pacific | -3 | -15 | +2 | 89 | 7,663 | +9 | -2 | 86 | 9,653 | 132 | 119 | 115 |
| Voluntary-group wholesalers | +8 | -13 | +10 | 166 | 48,983 | +15 | +16 | 122 | 54,151 | 146 | 138 | 110 |
| New England | +5 | -27 | +10 | 9 | 2,537 | +8 | 0 | 4 | 707 | 124 | 108 | 97 |
| Middle Atlantic | +1 | -20 | +11 | 45 | 13,838 | +13 | +21 | 30 | 16,046 | 157 | 140 | 101 |
| East North Central | +1 | -9 | +7 | 39 | 8,160 | +16 | +12 | 32 | 8,485 | 142 | 124 | 118 |
| West North Central | +29 | -4 | +13 | 32 | 12,524 | +22 | +21 | 32 | 17,952 | 143 | 152 | 114 |
| South Atlantic | +1 | -17 | +10 | 12 | 2,477 | +19 | +6 | 7 | 1,893 | 121 | 99 | 92 |
| Pacific | +4 | -13 | +11 | 16 | 5,067 | 0 | +12 | 4 | 2,101 | 107 | 114 | 87 |
| Retailer-cooperative warehouses | +4 | -4 | +11 | 22 | 8,731 | +16 | +8 | 15 | 5,864 | 142 | 127 | 119 |
| Specialty lines wholesalers | +8 | -18 | +13 | 93 | 14,452 | +17 | +2 | 59 | 16,489 | 151 | 137 | 120 |
| New England | 0 | -18 | 0 | 5 | 75 | c | c | c | c | c | c | c |
| Middle Atlantic | +6 | -27 | +17 | 20 | 3,619 | +21 | -5 | 12 | 3,778 | 124 | 110 | 93 |
| East North Central | +6 | +20 | +13 | 10 | 825 | +20 | -2 | 4 | 190 | 66 | 61 | 67 |
| South Atlantic | +4 | -5 | +10 | 24 | 2,047 | +13 | +6 | 16 | 1,945 | 120 | 109 | 107 |
| East South Central | +12 | +9 | +17 | 6 | 588 | c | c | c | c | c | c | c |
| West South Central | +4 | -40 | +6 | 5 | 353 | c | c | c | c | c | c | c |
| Pacific | +11 | -20 | +13 | 17 | 6,475 | +15 | +1 | 13 | 9,318 | 189 | 176 | 147 |
| Leather and shoe findings | +6 | -16 | +8 | 31 | 617 | +11 | 0 | 15 | 1,162 | 350 | 315 | 302 |
| Middle Atlantic | -7 | -4 | +4 | 8 | 65 | c | c | c | c | c | c | c |
| East North Central | +19 | +4 | +8 | 6 | 126 | c | c | c | c | c | c | c |
| West North Central | -1 | -9 | +17 | 5 | 84 | c | c | c | c | c | c | c |
| Pacific | +10 | -26 | +9 | 6 | 258 | c | c | c | c | c | c | c |
| Meats and meat products | +9 | +1 | +2 | 39 | 23,605 | +36 | -7 | 33 | 7,730 | 42 | 34 | 45 |
| Middle Atlantic | +18 | -7 | +4 | 11 | 4,341 | +32 | -2 | 11 | 1,937 | 45 | 87 | 43 |
| East North Central | +5 | 0 | -2 | 13 | 9,714 | +41 | -10 | 12 | 3,873 | 42 | 32 | 47 |
| Pacific | +15 | +1 | +8 | 5 | 4,225 | +48 | +5 | 4 | 740 | 36 | 68 | 31 |
| Paper and its products | +24 | -4 | +12 | 62 | 10,191 | +6 | -3 | 37 | 6,638 | 106 | 120 | 103 |
| New England | +23 | -4 | +7 | 4 | 184 | c | c | c | c | c | c | c |
| Middle Atlantic | +28 | -1 | +19 | 17 | 2,378 | +19 | -6 | 10 | 1,159 | 80 | 83 | 90 |
| East North Central | +31 | -1 | +15 | 20 | 4,685 | +1 | 0 | 13 | 2,656 | 89 | 113 | 83 |
| West North Central | +13 | -20 | +10 | 4 | 333 | c | c | c | c | c | c | c |
| South Atlantic | +20 | -13 | +13 | 7 | 825 | c | c | c | c | c | c | c |
| Pacific | 0 | -7 | -7 | 5 | 1,187 | +13 | -2 | 4 | 1,432 | 149 | 128 | 142 |
| Petroleum | +9 | -6 | +6 | 26 | 4,472 | +14 | -8 | 26 | 3,974 | 89 | 85 | 91 |
| Shoes and other footwear | +15 | -3 | +7 | 29 | 34,472 | +14 | -7 | 22 | 12,416 | 72 | 74 | 63 |
| Tobacco products | -2 | -10 | -1 | 284 | 39,615 | -1 | -4 | 169 | 15,628 | 61 | 59 | 56 |
| New England | +9 | -8 | +1 | 26 | 3,234 | +9 | +2 | 16 | 820 | 56 | 53 | 51 |
| Middle Atlantic | +1 | -8 | -1 | 56 | 13,809 | -10 | -12 | 36 | 6,064 | 58 | 66 | 61 |
| East North Central | -18 | -24 | -3 | 68 | 6,526 | -4 | +1 | 40 | 2,781 | 89 | 62 | 55 |
| West North Central | +3 | -1 | -4 | 40 | 5,157 | +19 | +2 | 28 | 2,354 | 59 | 52 | 59 |
| South Atlantic | -2 | -8 | -2 | 20 | 3,794 | +4 | +1 | 16 | 1,702 | 53 | 49 | 48 |
| East South Central | +17 | -8 | +5 | 9 | 1,162 | +19 | +9 | 4 | 526 | 59 | 61 | 48 |
| West South Central | +4 | -5 | +4 | 25 | 2,193 | -2 | +2 | 9 | 404 | 38 | 39 | 34 |
| Mountain | +6 | -8 | +8 | 17 | 1,199 | +5 | +2 | 8 | 369 | 83 | 73 | 71 |
| Pacific | -12 | -12 | -3 | 23 | 2,541 | +21 | +16 | 12 | 608 | 65 | 53 | 49 |
| Wines and spirits[e] | +17 | -22 | +16 | 281 | 72,727 | +40 | +12 | 236 | 113,827 | 194 | 161 | 133 |
| New England | -3 | -38 | +14 | 23 | 3,535 | +80 | +39 | 20 | 6,295 | 204 | 108 | 94 |
| Middle Atlantic | +44 | -17 | +22 | 41 | 22,464 | +39 | +4 | 37 | 29,240 | 175 | 169 | 140 |
| East North Central | +20 | -15 | +17 | 43 | 10,144 | +27 | +9 | 35 | 12,785 | 161 | 165 | 129 |
| West North Central | +8 | -16 | +14 | 31 | 7,380 | +27 | +12 | 26 | 11,247 | 197 | 175 | 128 |
| South Atlantic | +11 | -27 | +9 | 43 | 8,690 | +32 | +6 | 39 | 14,418 | 181 | 149 | 130 |
| East South Central | -15 | -11 | -3 | 16 | 2,366 | +24 | +7 | 13 | 3,623 | 186 | 141 | 153 |
| West South Central | +16 | -18 | +10 | 35 | 7,879 | +44 | +19 | 30 | 16,567 | 226 | 180 | 153 |
| Mountain | +18 | -19 | +23 | 11 | 1,842 | +33 | +15 | 10 | 2,382 | 144 | 132 | 100 |
| Pacific | -2 | -38 | +20 | 38 | 8,427 | +62 | +18 | 26 | 17,270 | 276 | 165 | 137 |
| Miscellaneous | +17 | -1 | +14 | 39 | 7,178 | -6 | -2 | 27 | 5,428 | 112 | 138 | 108 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Roy V. Peel, Director

THE LIBRARY OF THE
FEB 23 1951
UNIVERSITY OF ILLINOIS

OCTOBER 1950

FOR RELEASE
DECEMBER 5, 1950

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 3,974 wholesale establishments in various lines of business.

SALES

October sales of wholesalers registered a slight increase (1%) above the level prevailing during September. Compared with October of last year, however, sales showed a substantial increase amounting to 23 percent. Cumulative sales for the first ten months of 1950 were 14 percent higher than during the corresponding period of last year.

Regionally, there was little variation from the national seasonal pattern, with the largest increase above the previous month, 6 percent, reported by the Middle Atlantic division. All areas reported increases above October of last year, ranging from 15 percent in the West South Central division to 30 percent in the East South Central area.

All trades, with the exception of farm supplies, reported sales at a level higher than a year ago; however, only seventeen showed increases over September. The largest increases over October 1949 were reported in metals and surgical, medical equipment and supplies with advances of 79 and 62 percent respectively. Only three trades, fresh fruits and vegetables, farm supplies and tobacco, with declines of 9, 2 and 1 percent respectively, reported sales during the first ten months of 1950 below the comparable period of 1949.

INVENTORIES

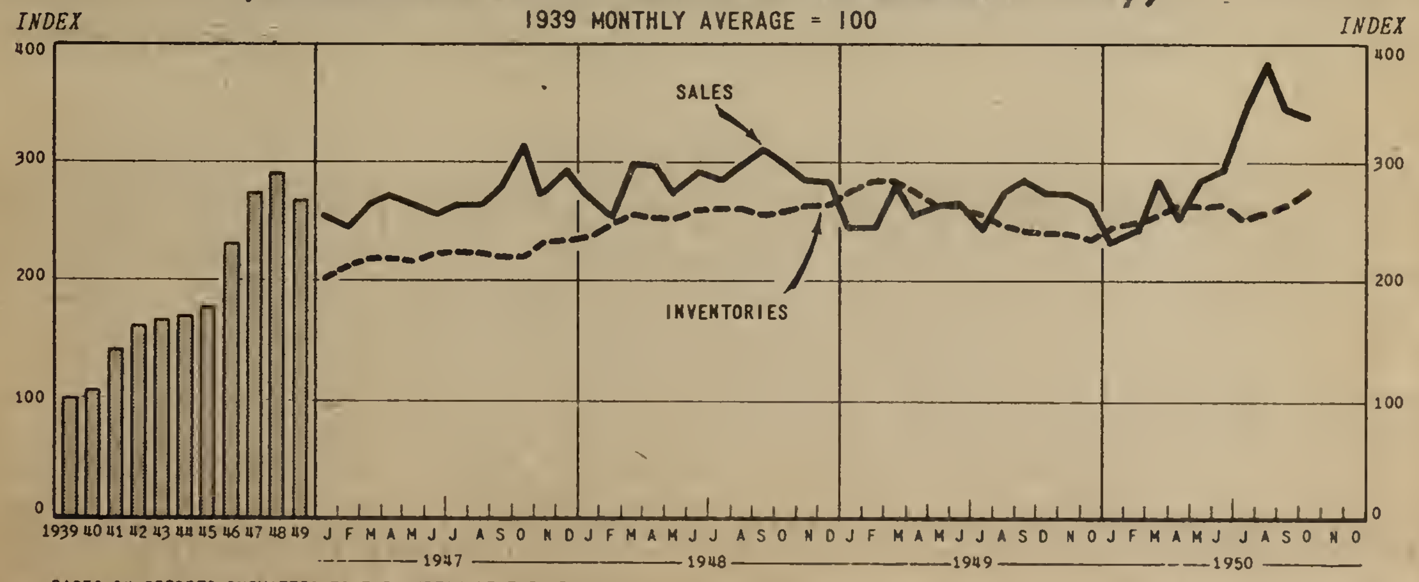
Stocks in the hands of wholesalers at the end of October increased 7 percent above the September 30 stock level and were 15 percent over the dollar value of inventories on October 31 of last year. All geographic regions followed the national pattern with increases in the stock level over both periods. According to reports of 3,054 establishments reporting inventories in conjunction with sales, the October stock-sales ratio of 128 was 6 points above the previous month but 11 points below October 31, 1949.

RETAIL TRADE

According to this Bureau's Monthly Retail Trade Report, October sales of independent retail stores declined 3 percent below September, but were 9 percent higher than October of last year. Cumulative sales for the first ten months of this year were 10 percent above the same period of 1949.

### TRENDS IN WHOLESALERS' SALES AND INVENTORIES

(Service and Limited Function Wholesalers Only)



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

6227

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1950 panel | | Percent change | | October 1950 panel | | | | |
| | Oct. 1950 from Oct. 1949 | Oct. 1950 from Sept. 1950 | 10 mos. 1950 from 10 mos. 1949[b] | No. of estab-lishments report-ing | Reported dollar values (add 000) | Oct. 1950 from Oct. 1949 | Oct. 1950 from Sept. 1950 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Oct. 1950 | Oct. 1949 | Sept. 1950 |
| United States, total | +23 | +1 | +14 | 3,974 | $818,284 | +15 | +7 | 3,054 | $843,630 | 128 | 139 | 122 |
| New England | +24 | +1 | +16 | 229 | 34,506 | +13 | +8 | 171 | 30,831 | 121 | 132 | 108 |
| Middle Atlantic | +25 | +6 | +16 | 749 | 167,571 | +16 | +6 | 527 | 142,225 | 111 | 121 | 112 |
| East North Central | +30 | +4 | +16 | 798 | 157,168 | +17 | +7 | 632 | 150,660 | 112 | 126 | 109 |
| West North Central | +15 | -2 | +9 | 442 | 108,093 | +15 | +5 | 366 | 133,572 | 146 | 148 | 137 |
| South Atlantic | +28 | +1 | +15 | 484 | 85,780 | +17 | +8 | 361 | 89,093 | 125 | 138 | 116 |
| East South Central | +20 | -4 | +12 | 203 | 34,148 | +20 | +9 | 151 | 38,248 | 137 | 140 | 121 |
| West South Central | +17 | -4 | +9 | 374 | 64,106 | +11 | +5 | 292 | 84,159 | 158 | 167 | 146 |
| Mountain | +23 | -2 | +16 | 163 | 26,292 | +12 | +7 | 127 | 30,319 | 137 | 151 | 125 |
| Pacific | +22 | +2 | +17 | 482 | 108,939 | +11 | +11 | 378 | 119,723 | 140 | 154 | 129 |
| Automotive supplies | +27 | +4 | +16 | 233 | 19,419 | +7 | +6 | 181 | 18,141 | 194 | 231 | 194 |
| New England | +40 | +7 | +12 | 8 | 643 | c | c | c | c | c | c | c |
| Middle Atlantic | +25 | +10 | +9 | 40 | 1,472 | +11 | +6 | 36 | 2,343 | 185 | 204 | 192 |
| East North Central | +34 | +10 | +16 | 54 | 3,877 | +20 | +3 | 43 | 4,285 | 189 | 195 | 199 |
| West North Central | +24 | 0 | +15 | 41 | 5,603 | -4 | +7 | 33 | 4,773 | 179 | 245 | 169 |
| South Atlantic | +37 | +5 | +29 | 17 | 2,772 | +16 | +5 | 10 | 1,044 | 251 | 234 | 239 |
| South Central | +16 | -3 | +21 | 13 | 2,505 | +14 | -1 | 8 | 1,090 | 171 | 213 | 181 |
| Mountain | -4 | -2 | +10 | 15 | 799 | +4 | +52 | 7 | 947 | 253 | 241 | 169 |
| Pacific | +38 | +14 | +9 | 45 | 1,748 | +2 | +5 | 41 | 3,239 | 210 | 291 | 232 |
| Electrical group, total | +42 | +1 | +25 | 627 | 164,724 | +12 | +10 | 562 | 133,123 | 88 | 112 | 80 |
| Full-line wholesalers | +40 | 0 | +22 | 410 | 124,298 | +9 | +10 | 402 | 109,798 | 90 | 114 | 81 |
| New England | +34 | -3 | +29 | 31 | 7,049 | +3 | +8 | 31 | 5,912 | 84 | 109 | 75 |
| Middle Atlantic | +50 | +8 | +25 | 61 | 20,455 | +17 | +6 | 58 | 16,389 | 83 | 106 | 84 |
| East North Central | +48 | +6 | +26 | 82 | 28,120 | +14 | +10 | 81 | 23,803 | 85 | 111 | 82 |
| West North Central | +29 | +2 | +5 | 40 | 12,027 | +4 | +9 | 40 | 10,119 | 84 | 105 | 78 |
| South Atlantic | +45 | -10 | +27 | 59 | 16,207 | +18 | +11 | 57 | 15,548 | 100 | 122 | 80 |
| East South Central | +42 | +2 | +19 | 24 | 5,384 | +16 | +14 | 23 | 4,499 | 86 | 105 | 77 |
| West South Central | +34 | -8 | +14 | 46 | 11,218 | +5 | +9 | 46 | 12,565 | 112 | 143 | 94 |
| Mountain | +30 | -10 | +21 | 19 | 4,548 | -4 | +17 | 19 | 4,385 | 96 | 131 | 74 |
| Pacific | +28 | -2 | +24 | 48 | 19,290 | 0 | +14 | 47 | 16,578 | 87 | 111 | 75 |
| Wiring supplies; construction materials distributors | +48 | +6 | +18 | 120 | 9,339 | +20 | +6 | 84 | 6,990 | 102 | 128 | 102 |
| New England | +56 | +5 | +22 | 13 | 704 | 0 | 0 | 5 | 234 | 103 | 158 | 104 |
| Middle Atlantic | +31 | +12 | +11 | 34 | 1,447 | +11 | +5 | 22 | 1,407 | 123 | 149 | 129 |
| East North Central | +58 | +9 | +26 | 27 | 2,636 | +13 | +4 | 21 | 2,003 | 110 | 150 | 117 |
| West North Central | +23 | -4 | +10 | 8 | 1,073 | +35 | 0 | 6 | 667 | 113 | 96 | 105 |
| South Atlantic | +79 | +10 | +23 | 16 | 2,080 | +20 | +12 | 12 | 1,295 | 67 | 105 | 68 |
| South Central | +29 | -5 | +7 | 10 | 853 | +36 | +8 | 8 | 898 | 127 | 113 | 106 |
| Mountain | +10 | -3 | +18 | 4 | 178 | c | c | c | c | c | c | c |
| Pacific | +64 | -3 | +35 | 8 | 368 | +45 | +18 | 7 | 424 | 117 | 134 | 96 |
| Appliances and specialties wholesalers | +53 | +2 | +43 | 97 | 31,087 | +29 | +11 | 76 | 16,335 | 72 | 92 | 67 |
| New England | +88 | -3 | +67 | 12 | 1,831 | +41 | +11 | 10 | 1,049 | 70 | 99 | 61 |
| Middle Atlantic | +49 | +6 | +39 | 20 | 12,935 | +47 | +15 | 11 | 3,519 | 57 | 72 | 55 |
| East North Central | +94 | +10 | +71 | 14 | 3,341 | +65 | +17 | 9 | 1,741 | 61 | 74 | 57 |
| West North Central | +37 | +15 | +28 | 11 | 1,878 | +32 | +3 | 10 | 2,865 | 155 | 162 | 173 |
| South Atlantic | +39 | +3 | +39 | 16 | 4,619 | +7 | +14 | 15 | 2,536 | 65 | 84 | 58 |
| South Central | +44 | -14 | +21 | 11 | 2,165 | +38 | +12 | 9 | 2,245 | 106 | 111 | 81 |
| Mountain | +79 | +7 | +57 | 5 | 849 | +9 | +2 | 5 | 831 | 98 | 162 | 103 |
| Pacific | +50 | -9 | +59 | 8 | 3,469 | 0 | +13 | 7 | 1,549 | 46 | 71 | 37 |
| Furniture and house furnishings | +48 | +10 | +33 | 83 | 20,958 | +11 | +1 | 66 | 17,969 | 97 | 134 | 105 |
| New England | +46 | -7 | +31 | 4 | 1,038 | c | c | c | c | c | c | c |
| Middle Atlantic | +39 | +27 | +30 | 17 | 4,300 | +18 | -2 | 13 | 2,956 | 92 | 108 | 117 |
| East North Central | +79 | +14 | +52 | 8 | 3,276 | -10 | 0 | 6 | 2,321 | 79 | 163 | 90 |
| West North Central | +68 | +4 | +37 | 12 | 3,316 | +15 | -1 | 12 | 3,544 | 107 | 156 | 112 |
| South Atlantic | -9 | +7 | +2 | 9 | 756 | c | c | c | c | c | c | c |
| West South Central | +61 | +7 | +39 | 12 | 2,211 | c | c | c | c | c | c | c |
| Mountain | +54 | +2 | +46 | 6 | 1,179 | +50 | +6 | 5 | 1,386 | 136 | 147 | 135 |
| Pacific | +39 | +10 | +29 | 12 | 4,553 | +13 | +5 | 10 | 3,796 | 88 | 107 | 92 |
| Hardware | +33 | +1 | +20 | 141 | 63,327 | +11 | +7 | 116 | 84,242 | 157 | 191 | 149 |
| Middle Atlantic | +38 | +9 | +21 | 34 | 10,538 | +27 | +5 | 29 | 11,833 | 125 | 137 | 131 |
| East North Central | +51 | +7 | +26 | 20 | 12,635 | +10 | +1 | 19 | 14,659 | 120 | 167 | 128 |
| West North Central | +24 | +3 | +12 | 17 | 13,971 | +6 | +1 | 16 | 19,606 | 165 | 200 | 169 |
| South Atlantic | +35 | -1 | +20 | 22 | 5,997 | +12 | +12 | 19 | 10,324 | 187 | 226 | 163 |
| East South Central | +23 | -5 | +22 | 12 | 4,305 | +24 | +16 | 10 | 6,645 | 175 | 177 | 144 |
| West South Central | +17 | -7 | +17 | 13 | 4,656 | +8 | +8 | 7 | 5,235 | 206 | 216 | 179 |
| Mountain | +39 | -2 | +19 | 7 | 2,673 | 0 | -2 | 4 | 2,154 | 190 | 258 | 187 |
| Pacific | +31 | -6 | +23 | 13 | 8,280 | +5 | +22 | 10 | 13,215 | 191 | 242 | 145 |
| Industrial supplies | +66 | +9 | +19 | 88 | 14,374 | +6 | +3 | 65 | 16,435 | 141 | 218 | 151 |
| New England | +46 | +12 | +25 | 8 | 644 | -11 | -3 | 7 | 1,224 | 216 | 350 | 246 |
| Middle Atlantic | +57 | +8 | +5 | 18 | 1,565 | +23 | +7 | 12 | 1,534 | 144 | 187 | 142 |
| East North Central | +92 | +24 | +23 | 8 | 1,140 | +10 | 0 | 6 | 549 | 126 | 186 | 128 |
| West North Central | +30 | +4 | +12 | 8 | 1,028 | +7 | +1 | 7 | 1,419 | 146 | 179 | 159 |
| South Atlantic | +66 | +17 | +14 | 8 | 682 | +1 | +7 | 7 | 825 | 125 | 201 | 135 |
| South Central | +58 | -1 | +13 | 29 | 5,500 | +9 | +3 | 20 | 7,364 | 166 | 229 | 163 |
| Pacific | +97 | +25 | +42 | 9 | 3,815 | -1 | +4 | 6 | 3,520 | 100 | 206 | 123 |
| Jewelry | +27 | +12 | +11 | 141 | 9,553 | +2 | +4 | 78 | 11,633 | 173 | 204 | 179 |
| New England | +22 | +2 | +9 | 5 | 451 | c | c | c | c | c | c | c |
| Middle Atlantic | +50 | +24 | +22 | 45 | 2,515 | -7 | -1 | 17 | 1,975 | 156 | 215 | 177 |
| East North Central | +24 | +13 | +8 | 34 | 2,316 | +15 | +4 | 20 | 2,841 | 147 | 158 | 158 |
| West North Central | +18 | +4 | +3 | 14 | 1,267 | -2 | +5 | 11 | 1,884 | 183 | 222 | 173 |
| South Atlantic | +11 | +1 | +8 | 6 | 356 | c | c | c | c | c | c | c |
| South Central | +33 | +8 | +11 | 6 | 365 | -6 | +13 | 5 | 950 | 269 | 383 | 257 |
| Pacific | +17 | +7 | +8 | 28 | 2,268 | +4 | +4 | 19 | 3,556 | 190 | 212 | 190 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
# OCTOBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1950 panel | | Percent change | | October 1950 panel | | | | |
| | Oct. 1950 from Oct. 1949 | Oct. 1950 from Sept. 1950 | 10 mos. 1950 from 10 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Oct. 1950 from Oct. 1949 | Oct. 1950 from Sept. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Oct. 1950 | Oct. 1949 | Sept. 1950 |
| Lumber and building materials | +38 | -1 | +34 | 70 | $14,764 | +33 | +7 | 49 | $9,560 | 93 | 95 | 89 |
| Middle Atlantic | +24 | +20 | +16 | 17 | 3,444 | -7 | +7 | 9 | 891 | 39 | 49 | 46 |
| East North Central | +29 | 0 | +29 | 9 | 1,244 | -3 | +11 | 6 | 705 | 95 | 111 | 89 |
| West North Central | +32 | -1 | +39 | 5 | 977 | c | c | c | c | c | c | c |
| South Atlantic | +46 | -12 | +57 | 7 | 1,530 | +31 | +16 | 5 | 284 | 56 | 59 | 50 |
| Mountain | +60 | -4 | +26 | 5 | 2,153 | +45 | +4 | 5 | 2,039 | 95 | 104 | 87 |
| Pacific | +45 | -5 | +44 | 9 | 1,740 | +61 | +14 | 7 | 2,013 | 141 | 135 | 112 |
| Machinery equipment, supplies (except electrical) | +50 | +9 | +10 | 43 | 6,857 | +8 | +1 | 28 | 8,154 | 149 | 209 | 165 |
| New England | +43 | +18 | +19 | 4 | 472 | c | c | c | c | c | c | c |
| Middle Atlantic | +91 | +17 | +12 | 8 | 1,409 | +37 | +3 | 4 | 1,227 | 136 | 210 | 162 |
| East North Central | +68 | +5 | +29 | 9 | 1,134 | +21 | 0 | 6 | 1,245 | 123 | 177 | 134 |
| South Atlantic | +49 | +13 | -2 | 6 | 1,145 | -7 | +2 | 4 | 1,539 | 161 | 278 | 177 |
| West South Central | +42 | +27 | +4 | 5 | 937 | +8 | -2 | 4 | 1,662 | 196 | 254 | 267 |
| Pacific | +57 | -19 | +29 | 6 | 489 | c | c | c | c | c | c | c |
| Metals | +79 | +12 | +45 | 35 | 12,729 | +3 | -2 | 32 | 10,753 | 86 | 150 | 98 |
| Paints and varnishes | +27 | +10 | +11 | 51 | 7,664 | +11 | -4 | 45 | 15,332 | 204 | 234 | 234 |
| Plumbing and heating supplies | +34 | +6 | +21 | 83 | 14,359 | +31 | +6 | 61 | 14,343 | 117 | 120 | 118 |
| New England | +16 | -5 | +35 | 7 | 464 | c | c | c | c | c | c | c |
| Middle Atlantic | +20 | +3 | +19 | 18 | 1,533 | +13 | +3 | 10 | 1,075 | 104 | 112 | 100 |
| East North Central | +21 | +6 | +17 | 14 | 1,899 | +15 | +6 | 12 | 2,131 | 126 | 133 | 128 |
| West North Central | +24 | -3 | +17 | 11 | 1,711 | +26 | +3 | 9 | 1,547 | 96 | 95 | 91 |
| South Atlantic | +47 | +9 | +27 | 19 | 6,164 | +37 | +7 | 19 | 7,035 | 114 | 123 | 116 |
| Refrigeration equipment, parts (commercial) | +29 | -9 | +23 | 24 | 1,031 | +33 | +5 | 15 | 1,564 | 228 | 226 | 198 |
| Middle Atlantic | +29 | -11 | +26 | 5 | 252 | c | c | c | c | c | c | c |
| South Atlantic | +24 | -8 | +28 | 7 | 456 | +49 | +6 | 5 | 832 | 203 | 173 | 175 |
| Pacific | +37 | +8 | +13 | 4 | 118 | +15 | +4 | 4 | 331 | 280 | 336 | 291 |
| Surgical, medical, equipment, supplies | +62 | +19 | +23 | 28 | 4,986 | +12 | +6 | 24 | 4,228 | 90 | 134 | 102 |
| Beer | +11 | +1 | +3 | 43 | 1,886 | +18 | -3 | 39 | 849 | 49 | 45 | 51 |
| Middle Atlantic | -8 | +6 | -7 | 9 | 449 | +24 | -10 | 8 | 108 | 24 | 18 | 29 |
| East North Central | +7 | 0 | +7 | 13 | 505 | +11 | -8 | 13 | 206 | 41 | 39 | 44 |
| West North Central | +13 | -1 | +6 | 5 | 128 | +49 | +8 | 4 | 52 | 87 | 56 | 69 |
| South Atlantic | +32 | +5 | +1 | 6 | 404 | +13 | -6 | 5 | 223 | 64 | 70 | 71 |
| Pacific | +32 | -10 | +10 | 5 | 295 | +29 | -2 | 4 | 193 | 78 | 71 | 69 |
| Chemicals, industrial | +42 | -3 | +38 | 14 | 2,082 | +5 | +1 | 9 | 1,157 | 78 | 108 | 71 |
| Clothing and furnishings (except shoes) | +27 | -4 | +3 | 19 | 2,085 | +12 | -7 | 11 | 1,383 | 92 | 105 | 104 |
| Coal | +65 | +3 | +13 | 19 | 4,120 | +29 | +15 | 15 | 4,533 | 131 | 185 | 118 |
| Confectionery | +9 | +4 | +1 | 41 | 1,354 | +2 | +5 | 25 | 828 | 94 | 98 | 90 |
| Middle Atlantic | +16 | +1 | 0 | 8 | 349 | +4 | +14 | 4 | 123 | 66 | 68 | 55 |
| East North Central | +9 | -5 | -3 | 5 | 97 | +18 | +18 | 4 | 84 | 120 | 118 | 99 |
| South Atlantic | +13 | +7 | +6 | 12 | 295 | +12 | +8 | 7 | 236 | 120 | 116 | 120 |
| East South Central | +5 | +31 | -4 | 7 | 176 | +16 | -4 | 4 | 43 | 84 | 88 | 105 |
| Dairy and poultry products | +15 | +8 | +5 | 22 | 3,240 | +26 | -8 | 13 | 1,066 | 43 | 39 | 51 |
| Drugs and sundries (liquor excluded) | +17 | +3 | +8 | 175 | 51,546 | +12 | +9 | 136 | 72,076 | 180 | 187 | 169 |
| New England | +13 | -1 | +6 | 13 | 2,808 | +13 | +11 | 11 | 4,097 | 183 | 183 | 164 |
| Middle Atlantic | +15 | +6 | +6 | 27 | 10,946 | +10 | +16 | 19 | 11,343 | 167 | 174 | 153 |
| East North Central | +21 | +4 | +8 | 25 | 9,326 | +19 | +9 | 19 | 11,476 | 158 | 162 | 152 |
| West North Central | +15 | -2 | +8 | 18 | 5,869 | +12 | +10 | 16 | 9,129 | 177 | 184 | 157 |
| South Atlantic | +19 | +2 | +11 | 30 | 6,658 | +14 | +9 | 22 | 9,298 | 190 | 200 | 178 |
| East South Central | +15 | +3 | +7 | 16 | 3,610 | +12 | +3 | 12 | 5,520 | 187 | 200 | 187 |
| West South Central | +18 | +1 | +11 | 22 | 5,509 | +7 | +3 | 18 | 9,423 | 208 | 230 | 205 |
| Mountain | +21 | +3 | +9 | 9 | 1,557 | +15 | +8 | 6 | 2,407 | 214 | 220 | 202 |
| Pacific | +12 | +4 | +6 | 15 | 5,263 | +12 | +9 | 13 | 9,383 | 180 | 180 | 172 |
| Dry goods | +14 | -9 | +11 | 173 | 49,975 | +13 | +3 | 133 | 69,280 | 164 | 161 | 143 |
| New England | +8 | -4 | +9 | 8 | 988 | +4 | +7 | 8 | 848 | 86 | 89 | 77 |
| Middle Atlantic | +30 | -3 | +21 | 45 | 8,812 | +7 | +1 | 28 | 8,783 | 148 | 180 | 136 |
| East North Central | +9 | -7 | +8 | 17 | 6,065 | +8 | +4 | 17 | 7,308 | 120 | 121 | 108 |
| West North Central | +9 | -14 | +7 | 18 | 16,012 | +23 | +1 | 16 | 29,588 | 186 | 165 | 158 |
| South Atlantic | +13 | -2 | +1 | 24 | 5,253 | +2 | -1 | 17 | 6,209 | 136 | 147 | 132 |
| East South Central | +19 | -12 | +16 | 16 | 2,083 | +14 | -5 | 10 | 2,657 | 175 | 176 | 159 |
| West South Central | -10 | -23 | 0 | 14 | 3,156 | +41 | +14 | 14 | 6,286 | 199 | 126 | 135 |
| Mountain | +18 | +1 | +12 | 5 | 594 | +31 | -1 | 5 | 1,236 | 208 | 186 | 213 |
| Pacific | +25 | 0 | +26 | 26 | 7,012 | -14 | +15 | 18 | 6,365 | 180 | 256 | 163 |
| Farm supplies | -8 | -6 | -2 | 20 | 3,016 | -9 | +1 | 9 | 777 | 53 | 59 | 54 |
| Fresh fruits and vegetables | +2 | +3 | -9 | 67 | 4,909 | -14 | 0 | 42 | 679 | 24 | 26 | 23 |
| New England | +5 | -2 | -12 | 9 | 350 | +43 | +43 | 8 | 40 | 16 | 12 | 11 |
| Middle Atlantic | +19 | +17 | -2 | 15 | 1,150 | +3 | +6 | 8 | 37 | 9 | 9 | 10 |
| East North Central | +10 | +6 | +6 | 16 | 1,256 | -7 | +10 | 8 | 139 | 36 | 38 | 28 |
| West North Central | -20 | -17 | -5 | 7 | 550 | -15 | +20 | 7 | 232 | 42 | 40 | 29 |
| South Atlantic | -13 | +6 | -15 | 7 | 327 | -32 | +10 | 4 | 45 | 21 | 25 | 20 |
| East South Central | +12 | -4 | +3 | 5 | 299 | c | c | c | c | c | c | c |
| Pacific | -10 | -2 | -4 | 5 | 638 | c | c | c | c | c | c | c |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stocks sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1950 panel | | Percent change | | October 1950 panel | | | | |
| | Oct. 1950 from Oct. 1949 | Oct. 1950 from Sept. 1950 | 10 mos. 1950 from 10 mos. 1949[b] | Number of establishments reporting | Reported dollar values (add 000) | Oct. 1950 from Oct. 1949 | Oct. 1950 from Sept. 1950 | Number of establishments reporting | Reported dollar values (add 000) | Oct. 1950 | Oct. 1949 | Sept. 1950 |
| Groceries, total | +6 | -3 | +8 | 814 | $111,997 | +18 | +10 | 631 | $130,458 | 154 | 139 | 138 |
| Non-affiliated full-line wholesalers[d] | +2 | -6 | +4 | 555 | 53,470 | +17 | +11 | 448 | 70,104 | 160 | 140 | 136 |
| New England | +2 | -7 | +7 | 6 | 883 | c | c | c | c | c | c | c |
| Middle Atlantic | -1 | -8 | +5 | 19 | 1,869 | +12 | +2 | 10 | 2,097 | 172 | 157 | 156 |
| East North Central | +5 | -10 | +12 | 145 | 13,308 | +20 | +14 | 126 | 19,288 | 161 | 143 | 126 |
| West North Central | 0 | -4 | +2 | 60 | 5,842 | +13 | +8 | 49 | 8,090 | 168 | 147 | 148 |
| South Atlantic | +7 | -2 | +3 | 65 | 6,852 | +24 | +8 | 37 | 6,538 | 147 | 127 | 130 |
| East South Central | +4 | -4 | +4 | 41 | 4,220 | +18 | +14 | 32 | 4,909 | 151 | 133 | 126 |
| West South Central | -1 | -7 | +3 | 111 | 11,681 | +10 | +8 | 88 | 15,246 | 168 | 150 | 146 |
| Mountain | +8 | +1 | -4 | 21 | 2,020 | +32 | +15 | 19 | 2,972 | 153 | 125 | 134 |
| Pacific | +1 | 0 | +2 | 87 | 6,795 | +19 | +15 | 84 | 9,719 | 151 | 127 | 132 |
| Voluntary-group wholesalers | +10 | +1 | +10 | 148 | 39,781 | +19 | +11 | 111 | 45,986 | 158 | 146 | 144 |
| New England | +6 | +4 | +10 | 6 | 2,418 | +32 | +4 | 4 | 1,278 | 152 | 129 | 150 |
| Middle Atlantic | +8 | +3 | +11 | 38 | 10,903 | +20 | +19 | 25 | 14,158 | 190 | 170 | 167 |
| East North Central | +11 | -2 | +7 | 38 | 7,837 | +26 | +11 | 33 | 9,887 | 163 | 144 | 144 |
| West North Central | +15 | +4 | +13 | 25 | 7,022 | +25 | +6 | 25 | 8,846 | 126 | 116 | 124 |
| South Atlantic | +9 | 0 | +10 | 12 | 2,470 | +24 | +3 | 7 | 1,948 | 125 | 107 | 121 |
| Pacific | +16 | -1 | +12 | 16 | 4,992 | +12 | +23 | 4 | 2,582 | 127 | 135 | 107 |
| Retailer-cooperative warehouses | +8 | -2 | +10 | 22 | 8,577 | +13 | +8 | 16 | 6,519 | 139 | 131 | 138 |
| Specialty lines wholesalers | +4 | 0 | +13 | 89 | 10,169 | +16 | -4 | 56 | 7,849 | 115 | 104 | 123 |
| New England | +10 | -1 | -2 | 5 | 74 | c | c | c | c | c | c | c |
| Middle Atlantic | +5 | +8 | +15 | 22 | 4,006 | +27 | -6 | 13 | 3,601 | 109 | 87 | 124 |
| East North Central | -10 | -15 | +10 | 10 | 703 | +20 | +12 | 5 | 213 | 66 | 59 | 61 |
| South Atlantic | +2 | -3 | +10 | 23 | 1,934 | 0 | +2 | 15 | 1,900 | 124 | 127 | 120 |
| East South Central | +23 | +5 | +18 | 6 | 617 | c | c | c | c | c | c | c |
| West South Central | -8 | -3 | +4 | 5 | 343 | c | c | c | c | c | c | c |
| Pacific | +6 | -4 | +13 | 13 | 2,156 | +38 | +1 | 10 | 1,139 | 159 | 132 | 161 |
| Leather and shoe findings | +10 | -7 | +9 | 28 | 529 | +10 | +2 | 13 | 1,036 | 354 | 360 | 348 |
| Middle Atlantic | +9 | 0 | +5 | 7 | 61 | c | c | c | c | c | c | c |
| East North Central | -11 | -24 | +6 | 5 | 68 | c | c | c | c | c | c | c |
| West North Central | +19 | +10 | +17 | 4 | 80 | c | c | c | c | c | c | c |
| Pacific | +16 | -10 | +9 | 6 | 232 | c | c | c | c | c | c | c |
| Meats and meat products | +9 | -10 | +2 | 39 | 20,770 | +47 | +4 | 33 | 7,745 | 47 | 35 | 41 |
| Middle Atlantic | +6 | -3 | +4 | 9 | 3,595 | +26 | -2 | 9 | 1,518 | 42 | 36 | 42 |
| East North Central | +9 | -12 | -1 | 13 | 8,555 | +65 | +9 | 12 | 4,280 | 53 | 35 | 43 |
| South Atlantic | +15 | +12 | -5 | 4 | 445 | c | c | c | c | c | c | c |
| Pacific | +12 | -10 | +8 | 5 | 3,787 | +36 | -3 | 4 | 715 | 34 | 30 | 36 |
| Paper and its products | +35 | +10 | +14 | 62 | 10,767 | +6 | +1 | 37 | 6,436 | 96 | 124 | 108 |
| New England | +18 | +1 | +8 | 5 | 299 | -4 | +2 | 4 | 340 | 201 | 242 | 188 |
| Middle Atlantic | +55 | +20 | +23 | 18 | 3,087 | +24 | +1 | 11 | 1,182 | 62 | 79 | 78 |
| East North Central | +38 | +15 | +17 | 18 | 4,660 | -7 | -4 | 11 | 2,112 | 75 | 115 | 93 |
| West North Central | +20 | +2 | +11 | 4 | 339 | c | c | c | c | c | c | c |
| South Atlantic | +20 | +3 | +14 | 8 | 886 | c | c | c | c | c | c | c |
| West South Central | +17 | -10 | +13 | 4 | 373 | c | c | c | c | c | c | c |
| Pacific | +12 | -9 | -7 | 5 | 1,123 | +18 | +6 | 5 | 1,900 | 169 | 160 | 145 |
| Petroleum | +30 | +7 | +9 | 29 | 5,192 | +13 | +9 | 28 | 4,618 | 89 | 103 | 87 |
| Shoes and other footwear | +19 | -21 | +8 | 35 | 26,961 | +11 | +1 | 28 | 11,883 | 83 | 94 | 71 |
| Tobacco products | +3 | -2 | -1 | 274 | 38,531 | +6 | +8 | 163 | 15,869 | 65 | 63 | 58 |
| New England | +5 | 0 | +1 | 25 | 3,156 | +7 | +4 | 14 | 672 | 56 | 56 | 53 |
| Middle Atlantic | +2 | -5 | 0 | 56 | 13,245 | +3 | +16 | 37 | 7,221 | 73 | 72 | 58 |
| East North Central | +4 | -1 | -2 | 57 | 6,134 | +16 | +4 | 31 | 2,028 | 65 | 56 | 62 |
| West North Central | +5 | -3 | -3 | 39 | 4,718 | +6 | +2 | 28 | 2,205 | 63 | 62 | 59 |
| South Atlantic | +2 | +1 | -2 | 21 | 3,990 | +11 | +2 | 17 | 1,837 | 53 | 49 | 53 |
| East South Central | +21 | -3 | +23 | 8 | 1,073 | +9 | +3 | 4 | 355 | 71 | 75 | 69 |
| West South Central | +6 | 0 | +4 | 29 | 2,655 | +5 | +1 | 14 | 818 | 59 | 56 | 57 |
| Mountain | +8 | -3 | +8 | 18 | 1,174 | -2 | +1 | 8 | 346 | 82 | 81 | 84 |
| Pacific | -3 | +3 | -3 | 21 | 2,386 | -3 | -5 | 10 | 387 | 51 | 56 | 58 |
| Wines and spirits[e] | +11 | +9 | +16 | 228 | 67,454 | +28 | +6 | 185 | 98,699 | 184 | 158 | 186 |
| New England | +25 | +16 | +15 | 17 | 3,710 | +51 | +16 | 14 | 3,994 | 199 | 125 | 145 |
| Middle Atlantic | +15 | +10 | +21 | 37 | 23,494 | +23 | +2 | 34 | 30,816 | 157 | 147 | 170 |
| East North Central | +8 | -6 | +17 | 37 | 6,924 | +29 | +11 | 27 | 10,002 | 185 | 159 | 158 |
| West North Central | -3 | -3 | +13 | 32 | 7,002 | +23 | +5 | 25 | 10,652 | 200 | 165 | 188 |
| South Atlantic | +21 | +24 | +10 | 33 | 7,776 | +32 | +15 | 31 | 12,862 | 172 | 157 | 186 |
| East South Central | +3 | +1 | -2 | 14 | 2,635 | +17 | +13 | 11 | 4,047 | 182 | 160 | 166 |
| West South Central | +18 | +9 | +10 | 26 | 5,755 | +19 | -2 | 22 | 10,864 | 202 | 203 | 234 |
| Mountain | +7 | -2 | +23 | 7 | 1,262 | +19 | -6 | 6 | 1,492 | 138 | 120 | 145 |
| Pacific | +4 | +26 | +18 | 25 | 8,896 | +49 | +13 | 15 | 13,970 | 275 | 168 | 277 |
| Miscellaneous | +34 | -3 | +15 | 40 | 6,895 | -5 | -1 | 27 | 5,381 | 113 | 160 | 112 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

[a] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[b] Includes reports received too late for inclusion in previous monthly trends.

[c] Insufficient data to show separately.

[d] Not affiliated with voluntary or cooperative groups.

[e] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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331w

MONTHLY

# WHOLESALE TRADE REPORT

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U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

## NOVEMBER 1950

FOR RELEASE
JANUARY 5, 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,093 wholesale establishments in various lines of business.

### SALES

Wholesale dollar sales in November declined seasonally 3 percent below the previous month but indicated a gain of 16 percent above November a year ago. Cumulative sales for the first eleven months of 1950 were 14 percent above the corresponding period of 1949.

Regionally, declines of 2 to 7 percent below October levels were experienced in all geographic divisions, except the New England and West South Central regions which indicated slight gains. All areas, however, reported increased sales over November 1949, ranging from 8 percent for the West North Central region to 25 percent for New England.

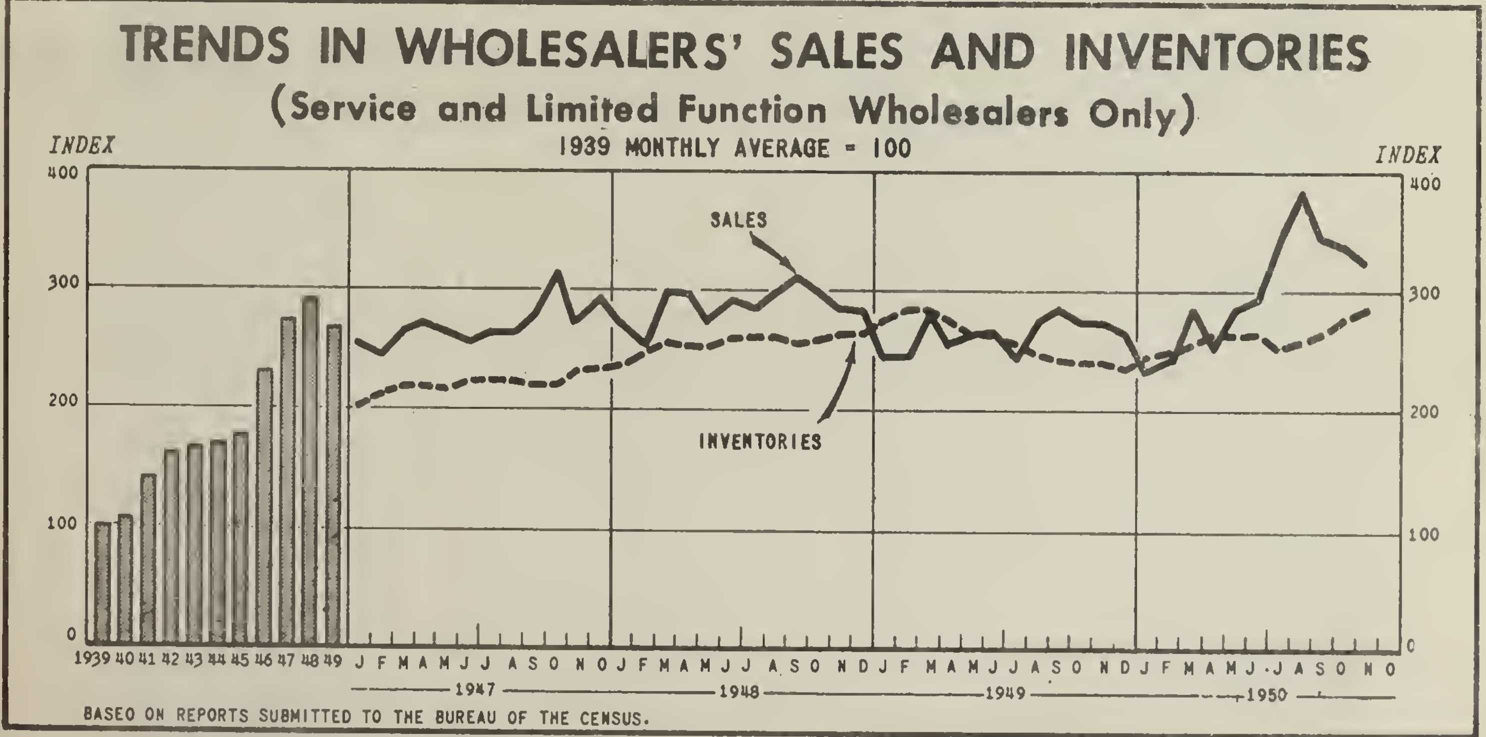
Most trades reported seasonal declines below the previous month's sales levels, with the largest drop (26%) registered by clothing and furnishings. Compared with a year ago, however, moderate to substantial gains were indicated by all trades, except clothing and furnishings (no change), coal (-7%), fresh fruits and vegetables (-11%), and grocery specialty lines (-12%). Sales for the first eleven months of 1950 were ahead of the comparable period of last year for all but three trades - tobacco (no change), farm supplies (-2%), and fresh fruits and vegetables (-10%).

### INVENTORIES

Wholesalers' inventories at the end of November rose 4 percent above the October 31 stock level and 18 percent over the dollar value of stocks on hand November 1949. All regions followed the national trend with increases over both periods, except the West South Central division which indicated a slight (1%) decline below the previous month's stock level. According to the reports of 3,112 establishments submitting inventories in conjunction with sales, the November stock-sales ratio of 143 was 10 points higher than the previous month but the same as was reported November 1949.

### RETAIL

November sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were at the same level as the previous month and 6 percent more than November 1949. Cumulative sales for the first eleven months of 1950 were 10 percent above the same period a year ago.



TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)

BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

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# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# NOVEMBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1950 panel | | Percent change | | November 1950 panel | | | | |
| | Nov. 1950 from Nov. 1949 | Nov. 1950 from Oct. 1950 | 11 mos. 1950 from 11 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Nov. 1950 from Nov. 1949 | Nov. 1950 from Oct. 1950 | No. of establishments reporting | Reported dollar values (add.000) | Nov. 1950 | Nov. 1949 | Oct, 1950 |
| United States, total | +16 | -3 | +14 | 4,093 | $822,078 | +18 | +4 | 3,112 | $959,799 | 143 | 143 | 133 |
| New England | +25 | +2 | +17 | 233 | 38,539 | +21 | +3 | 172 | 33,517 | 116 | 125 | 118 |
| Middle Atlantic | +15 | -2 | +16 | 764 | 173,170 | +19 | +4 | 539 | 156,080 | 118 | 116 | 113 |
| East North Central | +21 | -4 | +16 | 814 | 152,970 | +20 | +2 | 639 | 161,234 | 124 | 128 | 116 |
| West North Central | +8 | -7 | +9 | 437 | 102,189 | +22 | +5 | 346 | 145,421 | 172 | 154 | 151 |
| South Atlantic | +20 | -4 | +16 | 504 | 90,431 | +20 | +5 | 381 | 100,958 | 134 | 134 | 124 |
| East South Central | +19 | -4 | +13 | 207 | 32,183 | +24 | +5 | 154 | 39,723 | 153 | 148 | 140 |
| West South Central | +11 | 0 | +9 | 388 | 67,879 | +10 | -1 | 303 | 90,326 | 159 | 160 | 161 |
| Mountain | +16 | -4 | +16 | 170 | 27,548 | +13 | +3 | 136 | 33,500 | 144 | 147 | 135 |
| Pacific | +16 | -3 | +17 | 526 | 109,229 | +12 | +4 | 392 | 129,387 | 151 | 158 | 140 |
| Automotive supplies | +22 | -10 | +17 | 283 | 20,953 | +12 | +2 | 178 | 19,375 | 209 | 226 | 200 |
| New England | +25 | -18 | +14 | 8 | 529 | c | c | c | c | c | c | c |
| Middle Atlantic | +31 | +5 | +11 | 42 | 1,664 | +12 | +4 | 36 | 2,643 | 194 | 222 | 193 |
| East North Central | +22 | -6 | +17 | 57 | 4,811 | +24 | +2 | 46 | 6,558 | 181 | 175 | 181 |
| West North Central | +19 | -14 | +15 | 44 | 4,904 | +2 | +3 | 20 | 2,783 | 244 | 259 | 226 |
| South Atlantic | +32 | -16 | +29 | 18 | 2,824 | +13 | -1 | 10 | 1,031 | 212 | 250 | 251 |
| South Central | +13 | -12 | +20 | 19 | 2,337 | +17 | +15 | 13 | 1,498 | 218 | 248 | 172 |
| Mountain | +8 | +3 | +10 | 18 | 1,008 | +9 | +4 | 7 | 989 | 248 | 229 | 253 |
| Pacific | +31 | -10 | +11 | 77 | 2,876 | +1 | -1 | 43 | 3,468 | 249 | 320 | 215 |
| Electrical group, total | +34 | -5 | +26 | 666 | 166,942 | +31 | +15 | 590 | 163,180 | 106 | 110 | 88 |
| Full-line wholesalers | +39 | -2 | +23 | 427 | 125,164 | +27 | +14 | 419 | 129,788 | 105 | 114 | 90 |
| New England | +44 | +3 | +31 | 32 | 8,471 | +27 | +18 | 32 | 8,030 | 95 | 107 | 83 |
| Middle Atlantic | +45 | -3 | +27 | 61 | 19,833 | +31 | +14 | 59 | 18,818 | 97 | 108 | 83 |
| East North Central | +41 | -3 | +28 | 85 | 28,257 | +30 | +9 | 83 | 27,216 | 98 | 105 | 87 |
| West North Central | +30 | -3 | +7 | 41 | 11,902 | +26 | +16 | 41 | 12,029 | 101 | 105 | 84 |
| South Atlantic | +47 | 0 | +28 | 64 | 16,416 | +38 | +12 | 62 | 17,902 | 113 | 120 | 101 |
| East South Central | +44 | -8 | +21 | 25 | 4,993 | +39 | +18 | 24 | 5,395 | 111 | 114 | 86 |
| West South Central | +25 | -8 | +15 | 46 | 10,307 | +24 | +14 | 46 | 14,284 | 139 | 140 | 112 |
| Mountain | +34 | +5 | +22 | 19 | 4,796 | +9 | +11 | 19 | 4,852 | 101 | 125 | 96 |
| Pacific | +35 | +1 | +25 | 54 | 20,189 | +19 | +21 | 53 | 21,262 | 106 | 120 | 88 |
| Wiring supplies, construction materials distributors | +40 | -4 | +21 | 128 | 10,428 | +23 | +4 | 86 | 8,400 | 115 | 133 | 104 |
| New England | +32 | -3 | +23 | 13 | 668 | +9 | +10 | 5 | 279 | 121 | 166 | 119 |
| Middle Atlantic | +30 | -2 | +13 | 33 | 1,563 | +12 | +3 | 23 | 1,732 | 139 | 174 | 134 |
| East North Central | +41 | -4 | +28 | 31 | 3,482 | +22 | +6 | 22 | 2,597 | 111 | 122 | 99 |
| West North Central | +33 | +1 | +13 | 7 | 1,110 | +27 | +5 | 5 | 706 | 104 | 115 | 110 |
| South Atlantic | +52 | -13 | +26 | 18 | 1,916 | +29 | +3 | 12 | 1,336 | 89 | 102 | 67 |
| South Central | +45 | +2 | +9 | 13 | 1,073 | +30 | 0 | 10 | 1,071 | 136 | 153 | 142 |
| Mountain | +25 | -10 | +19 | 4 | 160 | c | c | c | c | c | c | c |
| Pacific | +63 | -4 | +39 | 9 | 456 | +35 | -1 | 8 | 618 | 139 | 169 | 133 |
| Appliances and specialties wholesalers | +18 | -17 | +40 | 111 | 31,350 | +60 | +25 | 85 | 24,992 | 109 | 81 | 71 |
| New England | +74 | -3 | +67 | 13 | 2,474 | +54 | +22 | 10 | 1,128 | 101 | 103 | 67 |
| Middle Atlantic | +1 | -17 | +33 | 26 | 13,789 | +72 | +22 | 16 | 7,703 | 98 | 58 | 65 |
| East North Central | +61 | -8 | +70 | 18 | 3,571 | +67 | +11 | 13 | 2,389 | 75 | 74 | 63 |
| West North Central | +36 | -18 | +31 | 12 | 2,643 | +67 | +30 | 10 | 4,493 | 173 | 141 | 109 |
| South Atlantic | +38 | -24 | +39 | 16 | 3,805 | +30 | +14 | 15 | 3,081 | 90 | 94 | 62 |
| South Central | +1 | -27 | +20 | 9 | 1,233 | +65 | +25 | 7 | 2,259 | 190 | 114 | 109 |
| Mountain | +40 | -7 | +54 | 7 | 1,150 | +28 | +23 | 7 | 1,386 | 121 | 132 | 91 |
| Pacific | +2 | -23 | +53 | 10 | 2,685 | +72 | +65 | 7 | 2,553 | 101 | 59 | 46 |
| Furniture and house furnishings | +21 | -15 | +32 | 84 | 17,762 | +18 | +6 | 66 | 19,123 | 124 | 130 | 98 |
| Middle Atlantic | +11 | -16 | +28 | 17 | 3,618 | +29 | +1 | 13 | 2,997 | 113 | 99 | 92 |
| East North Central | +33 | -27 | +50 | 9 | 2,499 | +21 | +22 | 7 | 3,129 | 143 | 161 | 83 |
| West North Central | +25 | -18 | +36 | 12 | 2,730 | +31 | +7 | 12 | 3,798 | 139 | 133 | 107 |
| South Atlantic | -7 | -11 | +1 | 9 | 670 | c | c | c | c | c | c | c |
| South Central | +20 | -12 | +35 | 15 | 2,244 | +12 | +7 | 15 | 2,820 | 126 | 134 | 104 |
| Mountain | +15 | -3 | +42 | 7 | 1,237 | +35 | +8 | 5 | 1,494 | 157 | 142 | 136 |
| Pacific | +31 | -13 | +30 | 12 | 3,978 | +2 | 0 | 10 | 3,813 | 101 | 127 | 88 |
| Hardware | +31 | -10 | +21 | 157 | 65,098 | +19 | +5 | 133 | 104,240 | 186 | 206 | 158 |
| Middle Atlantic | +31 | -11 | +22 | 38 | 9,722 | +28 | +4 | 32 | 13,123 | 150 | 157 | 129 |
| East North Central | +45 | -16 | +30 | 24 | 14,427 | +26 | +6 | 23 | 21,405 | 153 | 176 | 120 |
| West North Central | +21 | -9 | +13 | 19 | 13,121 | +14 | +5 | 18 | 21,917 | 197 | 207 | 168 |
| South Atlantic | +21 | -7 | +20 | 22 | 5,641 | +17 | +5 | 19 | 11,084 | 214 | 221 | 189 |
| East South Central | +25 | -9 | +23 | 12 | 3,907 | +26 | +15 | 10 | 7,413 | 218 | 221 | 170 |
| West South Central | +19 | -4 | +18 | 15 | 5,286 | +18 | +4 | 9 | 7,116 | 220 | 220 | 203 |
| Mountain | +32 | -17 | +20 | 8 | 2,111 | +12 | +10 | 5 | 2,112 | 258 | 294 | 190 |
| Pacific | +44 | -4 | +26 | 17 | 10,551 | +12 | +2 | 14 | 19,405 | 212 | 273 | 198 |
| Industrial supplies | +63 | -7 | +23 | 91 | 13,365 | +10 | +2 | 68 | 16,699 | 156 | 234 | 145 |
| New England | +50 | -2 | +27 | 8 | 603 | -10 | 0 | 7 | 1,210 | 230 | 383 | 225 |
| Middle Atlantic | +58 | +3 | +10 | 21 | 1,813 | +23 | +2 | 14 | 1,689 | 148 | 197 | 151 |
| East North Central | +64 | -21 | +26 | 7 | 892 | +11 | +3 | 6 | 565 | 143 | 209 | 126 |
| West North Central | +30 | -8 | +13 | 7 | 609 | +9 | +5 | 5 | 895 | 230 | 296 | 178 |
| South Atlantic | +49 | -10 | +16 | 9 | 642 | +1 | -6 | 8 | 834 | 133 | 195 | 127 |
| South Central | +53 | -4 | +16 | 30 | 5,370 | +15 | +4 | 18 | 6,787 | 182 | 234 | 176 |
| Pacific | +101 | -11 | +47 | 9 | 3,436 | +8 | -2 | 7 | 3,855 | 119 | 229 | 107 |
| Jewelry | +21 | +1 | +13 | 154 | 11,836 | +13 | 0 | 86 | 14,128 | 164 | 172 | 172 |
| New England | +14 | -3 | +10 | 6 | 468 | c | c | c | c | c | c | c |
| Middle Atlantic | +55 | +6 | +26 | 45 | 3,647 | +24 | -9 | 18 | 3,071 | 125 | 150 | 156 |
| East North Central | +11 | -1 | +9 | 39 | 2,940 | +14 | 0 | 22 | 3,864 | 159 | 152 | 161 |
| West North Central | +11 | +5 | +4 | 15 | 1,532 | +7 | +3 | 11 | 2,094 | 170 | 182 | 174 |
| South Atlantic | +6 | -6 | +9 | 8 | 724 | +16 | +10 | 4 | 482 | 173 | 170 | 152 |
| South Central | -2 | -3 | +10 | 6 | 240 | +10 | -2 | 5 | 691 | 306 | 273 | 301 |
| Pacific | +9 | -2 | +8 | 32 | 2,266 | +9 | +5 | 21 | 3,782 | 197 | 194 | 189 |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
# NOVEMBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1950 panel | | Percent change | | November 1950 panel | | | | |
| | Nov. 1950 from Nov. 1949 | Nov. 1950 from Oct. 1950 | 11 mos. 1950 from 11 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Nov. 1950 from Nov. 1949 | Nov. 1950 from Oct. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Nov. 1950 | Nov. 1949 | Oct. 1950 |
| Lumber and building materials | +19 | -13 | +33 | 76 | $14,089 | +33 | +5 | 53 | $11,093 | 114 | 99 | 96 |
| Middle Atlantic | +23 | -3 | +17 | 18 | 3,537 | -11 | -1 | 9 | 881 | 39 | 52 | 39 |
| East North Central | +7 | -21 | +26 | 8 | 971 | +21 | +18 | 5 | 760 | 136 | 99 | 89 |
| West North Central | +4 | -37 | +36 | 6 | 657 | +20 | +3 | 4 | 293 | 74 | 67 | 43 |
| South Atlantic | +41 | -10 | +56 | 11 | 1,953 | +16 | -3 | 9 | 1,217 | 118 | 140 | 110 |
| East South Central | +18 | -22 | +39 | 4 | 810 | c | c | c | c | c | c | c |
| Mountain | -2 | -19 | +23 | 6 | 2,139 | +61 | +9 | 5 | 2,213 | 125 | 71 | 95 |
| Pacific | +51 | -5 | +45 | 9 | 1,653 | +42 | +9 | 7 | 2,192 | 165 | 185 | 141 |
| Machinery equipment, supplies (except electrical) | +25 | -11 | +10 | 48 | 7,161 | +2 | 0 | 33 | 10,917 | 193 | 222 | 163 |
| New England | +20 | -12 | +19 | 5 | 478 | 0 | +2 | 4 | 879 | 243 | 301 | 207 |
| Middle Atlantic | +75 | -14 | +16 | 6 | 1,148 | c | c | c | c | c | c | c |
| East North Central | +64 | +3 | +32 | 12 | 1,353 | +23 | 0 | 9 | 1,607 | 137 | 167 | 130 |
| South Atlantic | +30 | -1 | 0 | 7 | 886 | +14 | +7 | 4 | 1,433 | 221 | 267 | 197 |
| West South Central | -38 | -41 | -3 | 6 | 1,117 | -13 | -2 | 5 | 3,544 | 343 | 230 | 200 |
| Pacific | +84 | +8 | +36 | 7 | 850 | -2 | -1 | 4 | 1,196 | 254 | 429 | 263 |
| Metals | +78 | -11 | +48 | 38 | 11,611 | +3 | 0 | 33 | 10,874 | 97 | 166 | 86 |
| Paints and varnishes | +36 | -19 | +13 | 52 | 6,225 | +19 | +1 | 46 | 15,536 | 255 | 292 | 204 |
| Plumbing and heating supplies | +36 | -8 | +23 | 89 | 15,189 | +28 | 0 | 65 | 16,360 | 127 | 133 | 118 |
| New England | +20 | -11 | +33 | 7 | 412 | c | c | c | c | c | c | c |
| Middle Atlantic | +29 | -7 | +20 | 19 | 1,474 | +2 | -5 | 11 | 1,121 | 104 | 139 | 108 |
| East North Central | +23 | -15 | +18 | 14 | 1,621 | +19 | +3 | 12 | 2,231 | 156 | 158 | 129 |
| West North Central | +28 | -7 | +18 | 11 | 1,583 | +27 | -3 | 9 | 1,572 | 109 | 107 | 101 |
| South Atlantic | +36 | -7 | +28 | 23 | 7,130 | +29 | +1 | 23 | 8,900 | 125 | 131 | 115 |
| Pacific | +83 | -13 | +19 | 4 | 1,094 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +22 | -1 | +24 | 30 | 1,317 | +21 | +3 | 21 | 2,697 | 280 | 281 | 266 |
| Middle Atlantic | +32 | -6 | +26 | 6 | 283 | c | c | c | c | c | c | c |
| East North Central | +27 | -2 | +22 | 6 | 204 | c | c | c | c | c | c | c |
| South Atlantic | -13 | -11 | +24 | 6 | 260 | +18 | -3 | 5 | 659 | 272 | 201 | 249 |
| Pacific | +30 | -10 | +18 | 5 | 173 | +25 | +5 | 5 | 558 | 323 | 335 | 276 |
| Surgical, medical, equipment, supplies. | +44 | -7 | +25 | 37 | 5,082 | +33 | +8 | 32 | 5,546 | 117 | 128 | 100 |
| Middle Atlantic | +49 | -6 | +32 | 8 | 923 | +12 | +12 | 6 | 725 | 95 | 135 | 78 |
| East North Central | +47 | -9 | +31 | 9 | 2,163 | +46 | +12 | 9 | 2,287 | 106 | 106 | 87 |
| South Atlantic | +50 | -9 | +18 | 5 | 671 | +52 | +4 | 4 | 810 | 125 | 122 | 108 |
| West South Central | +41 | -4 | +23 | 4 | 479 | +21 | +5 | 4 | 446 | 93 | 109 | 85 |
| Beer | +3 | -16 | +3 | 44 | 1,611 | +25 | -2 | 38 | 829 | 57 | 46 | 49 |
| Middle Atlantic | +11 | -15 | -6 | 8 | 364 | +38 | +38 | 7 | 106 | 29 | 24 | 18 |
| East North Central | -4 | -13 | +7 | 15 | 496 | +13 | -2 | 14 | 239 | 51 | 43 | 44 |
| West North Central | -7 | -24 | +5 | 4 | 81 | c | c | c | c | c | c | c |
| South Atlantic | -2 | -24 | +1 | 6 | 308 | +52 | 0 | 5 | 222 | 83 | 51 | 64 |
| Pacific | +16 | -3 | +10 | 5 | 286 | +18 | -11 | 4 | 172 | 69 | 63 | 78 |
| Chemicals, industrial | +61 | -9 | +42 | 15 | 2,751 | +6 | +3 | 10 | 1,185 | 54 | 87 | 48 |
| Clothing and furnishings (except shoes) | 0 | -26 | +2 | 24 | 3,134 | +21 | -6 | 16 | 2,707 | 130 | 111 | 105 |
| Coal | -7 | -1 | +10 | 20 | 4,523 | +44 | -3 | 11 | 5,821 | 471 | 218 | 477 |
| Confectionery | +6 | +2 | +2 | 42 | 1,391 | +1 | -3 | 25 | 800 | 90 | 95 | 94 |
| Middle Atlantic | +9 | +3 | +1 | 8 | 361 | -18 | -13 | 4 | 107 | 55 | 73 | 66 |
| East North Central | +8 | +14 | -2 | 4 | 98 | c | c | c | c | c | c | c |
| South Atlantic | +7 | 0 | +6 | 11 | 269 | +12 | 0 | 7 | 236 | 118 | 110 | 121 |
| East South Central | +1 | +4 | -3 | 8 | 214 | -5 | -5 | 4 | 41 | 80 | 93 | 84 |
| Dairy and poultry products | +19 | +5 | +8 | 26 | 7,294 | +11 | -11 | 17 | 2,503 | 43 | 46 | 49 |
| Drugs and sundries (liquor excluded) | +10 | -4 | +8 | 200 | 56,685 | +16 | -2 | 156 | 85,157 | 189 | 179 | 185 |
| New England | +7 | -5 | +7 | 13 | 2,681 | +14 | 0 | 10 | 3,903 | 168 | 178 | 182 |
| Middle Atlantic | +7 | -8 | +6 | 29 | 10,201 | +14 | 0 | 20 | 11,531 | 183 | 169 | 167 |
| East North Central | +13 | -6 | +9 | 27 | 9,353 | +26 | +1 | 20 | 12,495 | 175 | 157 | 159 |
| West North Central | +10 | -2 | +8 | 18 | 5,812 | +11 | -5 | 16 | 8,837 | 173 | 172 | 180 |
| South Atlantic | +10 | -2 | +11 | 32 | 6,961 | +15 | -2 | 23 | 9,218 | 186 | 180 | 189 |
| East South Central | +10 | -3 | +7 | 17 | 3,540 | +13 | -5 | 13 | 5,383 | 185 | 181 | 189 |
| West South Central | +6 | -2 | +10 | 31 | 7,816 | +18 | -4 | 26 | 14,603 | 221 | 198 | 224 |
| Mountain | +12 | -6 | +9 | 12 | 2,632 | +19 | 0 | 9 | 4,584 | 208 | 194 | 195 |
| Pacific | +12 | -4 | +7 | 21 | 7,689 | +14 | -3 | 19 | 14,603 | 191 | 188 | 189 |
| Dry goods | +6 | -14 | +11 | 170 | 43,690 | +20 | +3 | 136 | 71,866 | 197 | 170 | 162 |
| New England | -9 | -21 | +8 | 7 | 701 | +13 | +8 | 7 | 750 | 107 | 86 | 79 |
| Middle Atlantic | +19 | -10 | +21 | 46 | 8,126 | +12 | 0 | 31 | 9,366 | 191 | 175 | 149 |
| East North Central | +3 | -17 | +7 | 16 | 5,009 | +12 | +10 | 16 | 8,066 | 161 | 147 | 121 |
| West North Central | +5 | -14 | +7 | 18 | 13,916 | +34 | +6 | 17 | 31,799 | 230 | 180 | 186 |
| South Atlantic | +4 | -20 | +2 | 24 | 4,737 | +23 | +8 | 18 | 7,355 | 172 | 144 | 127 |
| East South Central | +15 | -7 | +17 | 17 | 2,090 | +27 | -7 | 11 | 2,836 | 179 | 161 | 181 |
| West South Central | -8 | -8 | 0 | 14 | 2,651 | +34 | 0 | 14 | 5,339 | 201 | 139 | 186 |
| Mountain | +12 | -13 | +12 | 5 | 517 | +31 | -6 | 5 | 1,167 | 226 | 192 | 208 |
| Pacific | +5 | -11 | +24 | 23 | 5,943 | -26 | -16 | 17 | 5,188 | 173 | 250 | 180 |
| Farm supplies | +1 | -5 | -2 | 19 | 2,607 | -5 | 0 | 9 | 556 | 51 | 53 | 46 |
| Fresh fruits and vegetables | -11 | +7 | -10 | 70 | 5,782 | +22 | +30 | 47 | 1,589 | 40 | 29 | 32 |
| New England | -11 | -6 | -12 | 9 | 330 | +73 | -5 | 8 | 38 | 16 | 8 | 16 |
| Middle Atlantic | -11 | -6 | -2 | 17 | 1,295 | +30 | +27 | 9 | 236 | 38 | 28 | 29 |
| East North Central | +2 | +40 | +5 | 15 | 1,736 | +24 | +4 | 9 | 495 | 52 | 43 | 55 |
| West North Central | -10 | +12 | -6 | 7 | 614 | +14 | +33 | 7 | 309 | 50 | 40 | 42 |
| South Atlantic | -10 | -3 | -15 | 6 | 297 | -28 | +33 | 4 | 60 | 28 | 32 | 21 |
| East South Central | +6 | -2 | +3 | 6 | 301 | c | c | c | c | c | c | c |
| Pacific | -12 | -3 | -5 | 7 | 885 | -14 | +4 | 5 | 177 | 22 | 22 | 20 |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# NOVEMBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stocks sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1950 panel | | Percent change | | November 1950 panel | | | | |
| | Nov. 1950 from Nov. 1949 | Nov. 1950 from Oct. 1950 | 11 mos. 1950 from 11 mos. 1949[b] | Number of establishments reporting | Reported dollar values (add 000) | Nov. 1950 from Nov. 1949 | Nov. 1950 from Oct. 1950 | Number of establishments reporting | Reported dollar values (add 000) | Nov. 1950 | Nov. 1949 | Oct. 1950 |
| Groceries, total | +2 | -1 | +7 | 854 | $129,034 | +15 | -1 | 662 | $158,791 | 158 | 138 | 157 |
| Non-affiliated full-line wholesalers[d] | +3 | +1 | +4 | 565 | 57,224 | +14 | -2 | 460 | 72,165 | 152 | 136 | 157 |
| New England | +18 | +5 | +8 | 6 | 1,570 | +28 | -4 | 4 | 2,521 | 175 | 166 | 191 |
| Middle Atlantic | +4 | +5 | +5 | 20 | 2,059 | +8 | -1 | 10 | 2,045 | 164 | 155 | 171 |
| East North Central | +2 | -1 | +11 | 146 | 13,137 | +7 | -10 | 126 | 17,197 | 146 | 141 | 160 |
| West North Central | -3 | +4 | +1 | 65 | 6,577 | +12 | +1 | 54 | 8,686 | 156 | 137 | 161 |
| South Atlantic | +6 | +1 | +3 | 65 | 7,328 | +24 | +2 | 40 | 7,152 | 139 | 120 | 139 |
| East South Central | +11 | +4 | +5 | 40 | 4,403 | +20 | +2 | 31 | 4,953 | 144 | 133 | 151 |
| West South Central | +3 | +5 | +3 | 111 | 12,269 | +11 | -2 | 88 | 14,975 | 156 | 146 | 168 |
| Mountain | +2 | -7 | -3 | 23 | 2,186 | +16 | -1 | 21 | 3,398 | 162 | 143 | 151 |
| Pacific | -3 | -4 | +1 | 89 | 7,695 | +23 | +3 | 86 | 11,238 | 154 | 120 | 143 |
| Voluntary-group wholesalers | +5 | 0 | +10 | 176 | 49,635 | +20 | 0 | 129 | 62,736 | 166 | 144 | 165 |
| New England | +16 | +17 | +10 | 10 | 3,584 | +28 | -1 | 7 | 2,020 | 145 | 125 | 149 |
| Middle Atlantic | +9 | +3 | +10 | 44 | 14,374 | +27 | +2 | 30 | 18,474 | 170 | 144 | 176 |
| East North Central | +7 | +3 | +8 | 49 | 9,996 | +21 | -1 | 35 | 11,053 | 150 | 135 | 156 |
| West North Central | -10 | -13 | +10 | 32 | 9,733 | +21 | -1 | 32 | 18,801 | 193 | 145 | 171 |
| South Atlantic | +8 | +8 | +9 | 11 | 2,429 | +16 | -2 | 7 | 1,905 | 115 | 106 | 125 |
| Pacific | +10 | -1 | +12 | 16 | 4,921 | +24 | +4 | 4 | 2,698 | 129 | 127 | 127 |
| Retailer-cooperative warehouses | +4 | -5 | +10 | 23 | 8,270 | +18 | -1 | 17 | 6,623 | 146 | 133 | 140 |
| Specialty lines wholesalers | -12 | -9 | +10 | 90 | 13,905 | +4 | +4 | 56 | 17,267 | 165 | 132 | 140 |
| Middle Atlantic | -28 | -21 | +11 | 20 | 3,091 | +10 | +3 | 12 | 3,694 | 147 | 90 | 110 |
| East North Central | -20 | -13 | +7 | 10 | 663 | +18 | +5 | 5 | 274 | 74 | 63 | 70 |
| South Atlantic | +5 | +8 | +9 | 23 | 2,012 | +23 | +12 | 13 | 1,681 | 109 | 94 | 109 |
| East South Central | +17 | +8 | +18 | 6 | 665 | c | c | c | c | c | c | c |
| West South Central | -1 | +3 | +4 | 5 | 355 | c | c | c | c | c | c | c |
| Mountain | +15 | +12 | 0 | 4 | 637 | c | c | c | c | c | c | c |
| Pacific | -12 | -11 | +10 | 15 | 6,153 | +2 | +5 | 11 | 10,216 | 226 | 178 | 177 |
| Leather and shoe findings | +17 | -5 | +8 | 31 | 568 | +14 | +1 | 15 | 1,111 | 334 | 341 | 312 |
| Middle Atlantic | +5 | -9 | +5 | 8 | 60 | c | c | c | c | c | c | c |
| East North Central | +13 | +3 | +6 | 5 | 70 | c | c | c | c | c | c | c |
| West North Central | -4 | -17 | +15 | 5 | 76 | c | c | c | c | c | c | c |
| Pacific | +35 | +1 | +10 | 7 | 288 | c | c | c | c | c | c | c |
| Meats and meat products | +15 | 0 | +3 | 41 | 21,308 | +45 | +10 | 35 | 8,851 | 53 | 42 | 48 |
| Middle Atlantic | +7 | +2 | +4 | 11 | 4,196 | +30 | +1 | 11 | 1,911 | 46 | 38 | 46 |
| East North Central | +14 | -1 | -1 | 13 | 8,470 | +52 | +13 | 12 | 4,825 | 60 | 46 | 53 |
| South Atlantic | +1 | -11 | -4 | 4 | 398 | c | c | c | c | c | c | c |
| Pacific | +19 | -6 | +9 | 4 | 3,313 | c | c | c | c | c | c | c |
| Paper and its products | +29 | -4 | +15 | 63 | 10,045 | -1 | +1 | 41 | 7,235 | 101 | 125 | 93 |
| New England | +31 | +5 | +10 | 4 | 205 | c | c | c | c | c | c | c |
| Middle Atlantic | +44 | -7 | +25 | 19 | 3,211 | +14 | -2 | 12 | 1,457 | 73 | 86 | 67 |
| East North Central | +34 | -2 | +19 | 18 | 3,838 | -7 | +1 | 14 | 2,652 | 75 | 108 | 73 |
| West North Central | +13 | -1 | +11 | 4 | 334 | c | c | c | c | c | c | c |
| South Atlantic | +33 | +6 | +16 | 7 | 868 | c | c | c | c | c | c | c |
| South Central | +15 | +3 | +17 | 5 | 564 | c | c | c | c | c | c | c |
| Pacific | -8 | -17 | -9 | 6 | 1,025 | -2 | +5 | 5 | 1,716 | 219 | 196 | 165 |
| Petroleum | +19 | 0 | +9 | 29 | 5,191 | +30 | +3 | 28 | 4,760 | 92 | 84 | 89 |
| Shoes and other footwear | +17 | -15 | +9 | 38 | 23,300 | +12 | +15 | 31 | 58,812 | 257 | 269 | 189 |
| Tobacco products | +2 | +2 | 0 | 282 | 42,161 | +5 | +3 | 172 | 17,701 | 64 | 63 | 64 |
| New England | +1 | +1 | +1 | 25 | 3,208 | +4 | -2 | 12 | 647 | 55 | 57 | 59 |
| Middle Atlantic | +4 | +4 | 0 | 60 | 14,333 | +2 | +4 | 38 | 7,526 | 69 | 71 | 70 |
| East North Central | +4 | +2 | -2 | 64 | 7,887 | +7 | -1 | 37 | 2,760 | 60 | 59 | 63 |
| West North Central | -1 | -3 | -3 | 37 | 4,649 | +6 | +6 | 26 | 2,518 | 71 | 68 | 66 |
| South Atlantic | +2 | +3 | -1 | 21 | 4,273 | +12 | +7 | 17 | 2,069 | 55 | 50 | 54 |
| East South Central | +18 | +3 | +19 | 12 | 1,365 | +23 | +2 | 6 | 375 | 59 | 54 | 55 |
| West South Central | 0 | +1 | +4 | 25 | 2,121 | -11 | -8 | 11 | 500 | 43 | 47 | 49 |
| Mountain | +3 | 0 | +8 | 13 | 1,046 | -10 | -16 | 11 | 410 | 68 | 76 | 79 |
| Pacific | -7 | +2 | -3 | 25 | 3,279 | +14 | +8 | 14 | 896 | 58 | 52 | 52 |
| Wines and spirits[e] | +8 | +19 | +15 | 268 | 103,027 | +10 | -3 | 216 | 112,424 | 141 | 143 | 183 |
| New England | +28 | +15 | +15 | 23 | 5,938 | +44 | -6 | 18 | 5,290 | 115 | 118 | 181 |
| Middle Atlantic | +14 | +13 | +20 | 42 | 35,771 | +15 | +4 | 36 | 34,834 | 132 | 135 | 164 |
| East North Central | +10 | +22 | +16 | 41 | 12,338 | +11 | -9 | 32 | 13,308 | 139 | 142 | 190 |
| West North Central | -13 | +16 | +9 | 28 | 7,265 | +3 | 0 | 20 | 9,239 | 200 | 169 | 220 |
| South Atlantic | +11 | +22 | +10 | 42 | 15,369 | +9 | +1 | 38 | 17,746 | 133 | 133 | 160 |
| East South Central | +4 | +27 | -1 | 16 | 3,545 | +13 | -3 | 14 | 4,676 | 154 | 138 | 193 |
| West South Central | +8 | +35 | +10 | 31 | 8,697 | -24 | -22 | 25 | 9,605 | 121 | 174 | 210 |
| Mountain | +15 | +8 | +22 | 11 | 2,127 | +10 | -2 | 10 | 2,299 | 116 | 123 | 132 |
| Pacific | -4 | +24 | +15 | 34 | 11,977 | +23 | +1 | 23 | 15,427 | 190 | 147 | 236 |
| Miscellaneous | +15 | -10 | +15 | 41 | 6,439 | -3 | +11 | 29 | 5,991 | 142 | 179 | 113 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d Not affiliated with voluntary or cooperative groups.

e Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

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FEB 23 1951
UNIVERSITY OF ILLINOIS

FOR RELEASE
FEBRUARY 5, 1951

## DECEMBER 1950

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,007 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales for the year 1950 were 15 percent ahead of 1949. All geographic divisions followed this trend with sales gains ranging from 10 to 18 percent. Of the 27 kinds of business covered in this report, only two trades reported decreases below last year's sales—farm supplies (1%) and fresh fruits and vegetables (9%).

December sales rose 7 percent above the November level and jumped 37 percent over December 1949 sales. Regionally, moderate increases over the previous month were reported in all areas, except the West North Central, which showed practically no change. However, all divisions experienced substantial gains (20 to 33 percent) over a year ago. Most trades covered in this survey reported gains over November, the largest increase being reported by wines and spirits (39%). Compared to December a year ago, only three trades reported decreases—confectionery (2%), fresh fruits and vegetables (7%) and clothing and furnishings (8%).

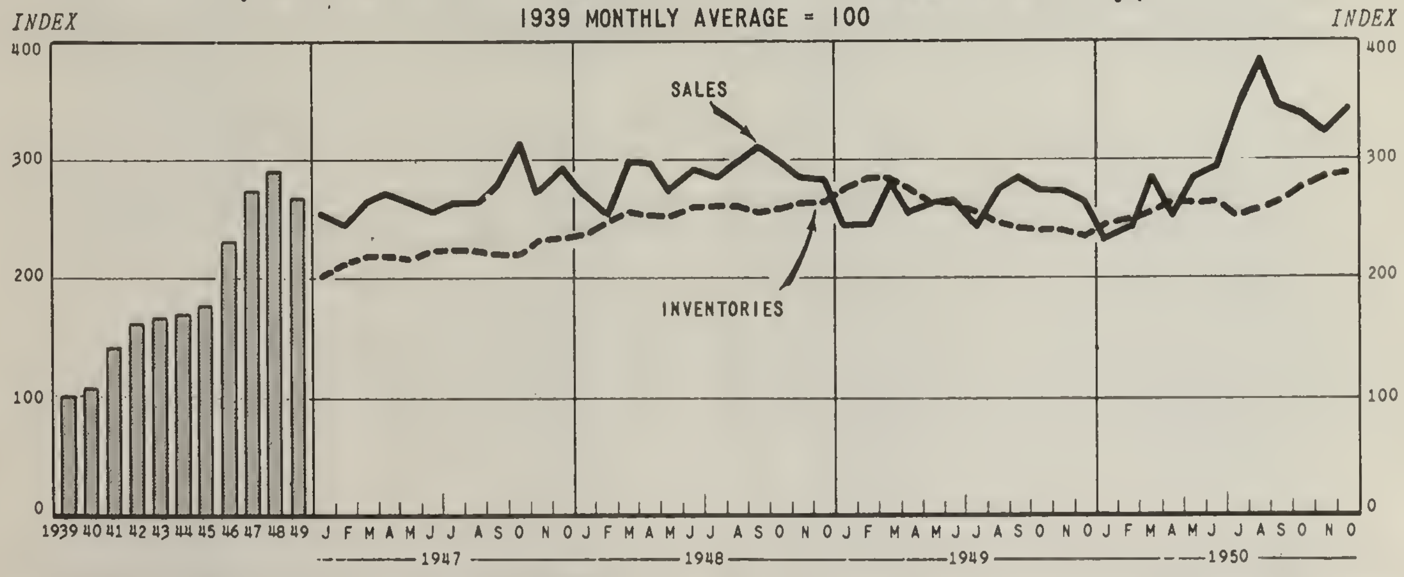
INVENTORIES

Dollar value of inventories in the hands of wholesalers at the end of 1950 were at a level 22 percent above December 31, 1949 and slightly (1%) over the previous month. All divisions followed the national trend and showed increases over the December 1949 stock level, while only the West South Central and Mountain regions reported declines below November. By trades, declines from a year ago were reported in only two trades, machinery equipment and supplies (4%) and confectionery (5%). Based on the reports of 2,943 establishments submitting inventories in conjunction with sales, the December stock-sales ratio of 132 was 8 points lower than a year ago and 10 points below the previous month.

RETAIL

Cumulative sales for 1950 of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 10 percent ahead of the preceding year. Sales during the month of December were 10 percent more than a year ago and 33 percent above the previous month.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES**
**(Service and Limited Function Wholesalers Only)**



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS.

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## DECEMBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1950 panel | | Percent change | | December 1950 panel | | | | |
| | Dec. 1950 from Dec. 1949 | Dec. 1950 from Nov. 1950 | 12 mos. 1950 from 12 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1950 from Dec. 1949 | Dec. 1950 from Nov. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1950 | Dec. 1949 | Nov. 1950 |
| United States, total | +27 | +7 | +15 | 4,007 | $877,754 | +22 | +1 | 2,943 | $905,689 | 132 | 140 | 142 |
| New England | +28 | +10 | +18 | 231 | 41,113 | +23 | 0 | 166 | 30,898 | 104 | 114 | 112 |
| Middle Atlantic | +24 | +14 | +17 | 742 | 198,558 | +29 | +1 | 504 | 143,846 | 99 | 97 | 115 |
| East North Central | +32 | +10 | +18 | 778 | 161,797 | +23 | 0 | 594 | 149,499 | 113 | 124 | 124 |
| West North Central | +20 | 0 | +10 | 440 | 101,969 | +25 | +3 | 323 | 139,395 | 185 | 179 | 177 |
| South Atlantic | +28 | +3 | +17 | 496 | 90,767 | +23 | +1 | 370 | 95,581 | 128 | 135 | 131 |
| East South Central | +22 | +3 | +14 | 205 | 32,638 | +35 | +8 | 143 | 36,622 | 147 | 138 | 145 |
| West South Central | +23 | +9 | +10 | 384 | 77,098 | +14 | -3 | 289 | 84,884 | 134 | 146 | 153 |
| Mountain | +31 | +9 | +17 | 160 | 28,244 | +10 | -6 | 124 | 27,925 | 120 | 143 | 141 |
| Pacific | +33 | +8 | +18 | 521 | 120,188 | +16 | 0 | 380 | 122,423 | 136 | 159 | 150 |
| Automotive supplies | +41 | -2 | +18 | 273 | 19,316 | +15 | +3 | 172 | 18,076 | 215 | 257 | 211 |
| New England | +18 | -26 | +14 | 6 | 356 | c | c | c | c | c | c | c |
| Middle Atlantic | +64 | +4 | +15 | 40 | 1,577 | +6 | -4 | 36 | 2,258 | 167 | 252 | 183 |
| East North Central | +38 | -4 | +18 | 53 | 3,840 | +29 | +3 | 41 | 5,296 | 186 | 198 | 186 |
| West North Central | +44 | +10 | +17 | 44 | 5,446 | +6 | +10 | 20 | 3,075 | 261 | 284 | 237 |
| South Atlantic | +41 | -18 | +31 | 17 | 2,000 | +16 | +5 | 11 | 1,238 | 239 | 307 | 223 |
| South Central | +30 | -7 | +21 | 15 | 2,078 | +39 | +3 | 9 | 1,253 | 212 | 208 | 211 |
| Mountain | +41 | +2 | +12 | 16 | 944 | +13 | +3 | 5 | 762 | 218 | 282 | 235 |
| Pacific | +43 | -1 | +14 | 75 | 2,886 | +3 | +3 | 42 | 3,332 | 261 | 351 | 247 |
| Electrical group, total | +47 | +16 | +28 | 650 | 188,438 | +40 | +10 | 575 | 171,592 | 99 | 106 | 106 |
| Full-line wholesalers | +54 | +19 | +26 | 427 | 147,750 | +36 | +10 | 417 | 141,104 | 97 | 109 | 105 |
| New England | +59 | +17 | +34 | 33 | 9,960 | +36 | +7 | 33 | 8,620 | 87 | 101 | 95 |
| Middle Atlantic | +42 | +16 | +28 | 61 | 23,121 | +44 | +14 | 57 | 21,387 | 96 | 94 | 97 |
| East North Central | +55 | +28 | +31 | 86 | 34,889 | +46 | +10 | 84 | 28,651 | 83 | 88 | 97 |
| West North Central | +60 | +20 | +11 | 41 | 14,223 | +25 | +6 | 41 | 12,744 | 90 | 115 | 101 |
| South Atlantic | +52 | +12 | +31 | 62 | 18,211 | +55 | +16 | 60 | 20,660 | 118 | 116 | 113 |
| East South Central | +45 | +9 | +23 | 25 | 5,461 | +78 | +35 | 24 | 7,265 | 137 | 111 | 111 |
| West South Central | +51 | +18 | +17 | 46 | 12,128 | +31 | +13 | 46 | 16,139 | 133 | 153 | 139 |
| Mountain | +55 | +20 | +25 | 19 | 5,757 | +4 | -11 | 19 | 4,331 | 75 | 112 | 101 |
| Pacific | +62 | +19 | +28 | 54 | 24,000 | +14 | 0 | 53 | 21,307 | 89 | 126 | 106 |
| Wiring supplies, construction materials distributors | +46 | +10 | +23 | 125 | 10,983 | +30 | +5 | 82 | 8,375 | 107 | 121 | 110 |
| New England | +49 | +14 | +26 | 12 | 654 | +19 | -1 | 4 | 228 | 171 | 196 | 172 |
| Middle Atlantic | +28 | +8 | +14 | 33 | 1,381 | +14 | +2 | 19 | 1,047 | 118 | 135 | 126 |
| East North Central | +55 | +15 | +30 | 28 | 3,843 | +33 | +8 | 21 | 2,901 | 101 | 113 | 105 |
| West North Central | +11 | -8 | +14 | 8 | 1,080 | +33 | 0 | 6 | 846 | 135 | 114 | 115 |
| South Atlantic | +65 | +20 | +29 | 17 | 2,176 | +25 | +2 | 13 | 1,426 | 72 | 95 | 90 |
| South Central | +53 | -1 | +12 | 13 | 1,156 | +48 | +11 | 9 | 1,285 | 165 | 180 | 137 |
| Mountain | +25 | -1 | +19 | 5 | 317 | c | c | c | c | c | c | c |
| Pacific | +66 | +6 | +40 | 9 | 376 | +27 | +4 | 8 | 470 | 127 | 169 | 131 |
| Appliances and specialties wholesalers | +23 | +4 | +39 | 98 | 29,705 | +72 | +9 | 76 | 22,113 | 109 | 81 | 108 |
| New England | +39 | +13 | +65 | 11 | 1,521 | +32 | -11 | 9 | 942 | 80 | 82 | 98 |
| Middle Atlantic | +10 | +1 | +31 | 20 | 13,334 | +162 | +25 | 10 | 6,272 | 119 | 51 | 105 |
| East North Central | +20 | +3 | +64 | 14 | 3,417 | +90 | +7 | 9 | 2,190 | 75 | 46 | 69 |
| West North Central | +95 | +17 | +35 | 14 | 2,537 | +69 | +3 | 13 | 3,758 | 150 | 174 | 171 |
| South Atlantic | +50 | -7 | +40 | 16 | 3,254 | +25 | +12 | 15 | 3,076 | 106 | 125 | 88 |
| South Central | +51 | +33 | +22 | 10 | 1,640 | +52 | +1 | 8 | 2,008 | 128 | 127 | 168 |
| Mountain | +37 | +7 | +53 | 5 | 802 | +31 | -10 | 5 | 949 | 118 | 124 | 140 |
| Pacific | +5 | +12 | +47 | 8 | 3,200 | +57 | +10 | 7 | 2,918 | 95 | 63 | 97 |
| Furniture and house furnishings | +24 | -12 | +31 | 86 | 15,972 | +31 | +13 | 63 | 21,009 | 164 | 154 | 126 |
| New England | +33 | -7 | +30 | 4 | 933 | +12 | +8 | 4 | 1,040 | 111 | 133 | 96 |
| Middle Atlantic | +41 | -2 | +29 | 17 | 3,407 | +27 | +6 | 8 | 2,286 | 147 | 158 | 146 |
| East North Central | +5 | -19 | +45 | 8 | 1,874 | +39 | +11 | 6 | 3,175 | 205 | 152 | 143 |
| West North Central | +11 | -22 | +34 | 12 | 2,131 | +34 | +13 | 12 | 4,304 | 202 | 168 | 139 |
| South Atlantic | +11 | +9 | +2 | 10 | 958 | c | c | c | c | c | c | c |
| South Central | +21 | -5 | +34 | 14 | 2,065 | +28 | +8 | 14 | 2,931 | 142 | 135 | 124 |
| Mountain | +11 | -14 | +39 | 7 | 1,059 | +44 | +17 | 5 | 1,751 | 195 | 165 | 157 |
| Pacific | +43 | -16 | +30 | 12 | 3,329 | +28 | +22 | 10 | 4,663 | 151 | 164 | 101 |
| Hardware | +43 | -2 | +23 | 152 | 63,137 | +26 | +3 | 126 | 107,793 | 201 | 234 | 189 |
| Middle Atlantic | +45 | +1 | +23 | 31 | 8,583 | +36 | +3 | 25 | 11,071 | 147 | 161 | 142 |
| East North Central | +50 | -5 | +31 | 23 | 14,192 | +30 | -1 | 22 | 23,326 | 169 | 194 | 162 |
| West North Central | +30 | -10 | +14 | 17 | 11,400 | +25 | +5 | 16 | 22,298 | 234 | 248 | 198 |
| South Atlantic | +36 | -8 | +21 | 24 | 5,421 | +21 | +6 | 21 | 12,188 | 243 | 278 | 212 |
| East South Central | +42 | +10 | +24 | 12 | 4,298 | +26 | +6 | 10 | 7,844 | 208 | 239 | 218 |
| West South Central | +25 | -4 | +18 | 14 | 4,708 | +23 | +4 | 6 | 6,767 | 240 | 250 | 229 |
| Mountain | +56 | +27 | +23 | 6 | 2,692 | c | c | c | c | c | c | c |
| Pacific | +65 | +3 | +29 | 16 | 10,361 | +20 | +4 | 13 | 19,637 | 219 | 305 | 219 |
| Industrial supplies | +66 | +1 | +26 | 91 | 13,863 | +14 | +9 | 67 | 18,717 | 170 | 250 | 154 |
| New England | +66 | +8 | +29 | 8 | 651 | -15 | +3 | 7 | 1,249 | 219 | 437 | 230 |
| Middle Atlantic | +76 | +2 | +14 | 19 | 1,750 | +25 | +3 | 12 | 1,556 | 141 | 197 | 143 |
| East North Central | +57 | -5 | +28 | 7 | 844 | +21 | +11 | 6 | 595 | 178 | 228 | 136 |
| West North Central | +37 | -5 | +15 | 7 | 749 | +17 | +8 | 6 | 1,270 | 195 | 237 | 166 |
| South Atlantic | +49 | +2 | +18 | 10 | 726 | +7 | +10 | 9 | 1,175 | 164 | 229 | 153 |
| South Central | +52 | +4 | +19 | 29 | 5,601 | +18 | +7 | 19 | 8,023 | 181 | 233 | 169 |
| Pacific | +105 | -4 | +51 | 11 | 3,542 | +15 | +13 | 8 | 4,849 | 153 | 276 | 126 |
| Jewelry | +13 | -1 | +13 | 145 | 10,597 | +22 | -9 | 85 | 12,683 | 147 | 137 | 164 |
| New England | +18 | +77 | +11 | 6 | 274 | c | c | c | c | c | c | c |
| Middle Atlantic | +26 | -17 | +26 | 46 | 2,967 | +18 | -13 | 19 | 2,558 | 120 | 127 | 120 |
| East North Central | +9 | -9 | +9 | 36 | 2,621 | +28 | -7 | 22 | 3,568 | 157 | 135 | 155 |
| West North Central | +7 | +1 | +5 | 13 | 1,326 | +17 | -5 | 9 | 1,554 | 151 | 142 | 161 |
| South Atlantic | +4 | +11 | +9 | 4 | 316 | c | c | c | c | c | c | c |
| South Central | -7 | +52 | +9 | 6 | 329 | +3 | -11 | 5 | 528 | 169 | 151 | 294 |
| Pacific | +12 | +23 | +8 | 28 | 2,658 | +24 | -12 | 21 | 3,724 | 150 | 136 | 207 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## DECEMBER 1950

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1950 panel | | Percent change | | December 1950 panel | | | | |
| | Dec. 1950 from Dec. 1949 | Dec. 1950 from Nov. 1950 | 12 mos. 1950 from 12 mos. 1949[b] | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1950 from Dec. 1949 | Dec. 1950 from Nov. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Dec. 1950 | Dec. 1949 | Nov. 1950 |
| Lumber and building materials | +12 | -20 | +31 | 71 | 10,946 | +29 | +3 | 50 | 11,392 | 144 | 125 | 115 |
| Middle Atlantic | +8 | -30 | +16 | 16 | 2,149 | -18 | +16 | 9 | 1,021 | 67 | 85 | 39 |
| East North Central | +11 | -27 | +26 | 9 | 728 | +26 | +11 | 6 | 909 | 227 | 185 | 142 |
| West North Central | -22 | -31 | +33 | 6 | 462 | c | c | c | c | c | c | c |
| South Atlantic | +35 | -21 | +54 | 8 | 1,546 | +19 | +6 | 6 | 1,288 | 166 | 169 | 118 |
| South Central | +10 | -15 | +36 | 5 | 764 | c | c | c | c | c | c | c |
| Mountain | +10 | -12 | +22 | 6 | 1,883 | c | c | c | c | c | c | c |
| Pacific | +21 | -12 | +43 | 8 | 1,444 | +36 | -10 | 7 | 1,980 | 163 | 155 | 165 |
| Machinery equipment, supplies (except electrical) | +37 | +18 | +12 | 47 | 8,304 | -4 | +2 | 34 | 11,586 | 168 | 234 | 202 |
| New England | +27 | +6 | +20 | 5 | 508 | +2 | +5 | 4 | 919 | 264 | 330 | 243 |
| Middle Atlantic | +59 | +2 | +20 | 7 | 1,204 | +21 | -4 | 4 | 1,065 | 143 | 188 | 154 |
| East North Central | +82 | +3 | +35 | 11 | 1,248 | +27 | +2 | 9 | 1,535 | 148 | 182 | 142 |
| South Atlantic | +36 | -10 | +2 | 6 | 778 | c | c | c | c | c | c | c |
| West South Central | -13 | +48 | -4 | 6 | 1,653 | -24 | +1 | 5 | 3,570 | 228 | 254 | 343 |
| Pacific | +72 | -14 | +37 | 6 | 706 | -3 | +1 | 4 | 1,211 | 264 | 568 | 254 |
| Metals | +58 | +8 | +49 | 34 | 11,510 | +4 | -1 | 30 | 9,646 | 86 | 129 | 93 |
| Paints and varnishes | +44 | -28 | +14 | 51 | 4,446 | +27 | +6 | 45 | 16,285 | 376 | 425 | 255 |
| Plumbing and heating supplies | +40 | -3 | +24 | 79 | 13,242 | +32 | +2 | 55 | 13,543 | 133 | 140 | 126 |
| New England | +45 | -6 | +34 | 6 | 353 | c | c | c | c | c | c | c |
| Middle Atlantic | +25 | -24 | +21 | 15 | 942 | +1 | +24 | 7 | 748 | 134 | 151 | 72 |
| East North Central | +31 | -4 | +19 | 13 | 1,346 | +26 | +3 | 11 | 2,093 | 177 | 187 | 167 |
| West North Central | +44 | -19 | +19 | 9 | 944 | +28 | +16 | 7 | 1,301 | 154 | 173 | 107 |
| South Atlantic | +38 | +4 | +29 | 20 | 6,787 | +30 | -4 | 19 | 6,706 | 112 | 124 | 123 |
| Pacific | +127 | +3 | +25 | 4 | 1,129 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +29 | -3 | +24 | 25 | 1,063 | +31 | +1 | 19 | 2,531 | 302 | 303 | 291 |
| Middle Atlantic | +9 | -8 | +25 | 5 | 234 | c | c | c | c | c | c | c |
| East North Central | +1 | -10 | +20 | 5 | 178 | +27 | -1 | 4 | 796 | 465 | 389 | 419 |
| South Atlantic | +51 | -7 | +26 | 7 | 383 | +29 | 0 | 6 | 903 | 248 | 292 | 230 |
| Surgical, medical, equipment, supplies. | +57 | +9 | +27 | 34 | 5,314 | +40 | +2 | 28 | 4,941 | 102 | 121 | 110 |
| Middle Atlantic | +51 | -6 | +33 | 6 | 743 | +29 | +6 | 4 | 521 | 86 | 111 | 78 |
| East North Central | +89 | +29 | +36 | 8 | 2,751 | +51 | +2 | 7 | 1,918 | 73 | 95 | 93 |
| South Atlantic | +41 | -11 | +20 | 6 | 650 | +51 | -3 | 5 | 906 | 144 | 134 | 131 |
| West South Central | +39 | -7 | +24 | 4 | 472 | c | c | c | c | c | c | c |
| Beer | +4 | +8 | +3 | 44 | 1,752 | +30 | -2 | 36 | 829 | 52 | 41 | 58 |
| Middle Atlantic | +1 | +4 | -5 | 10 | 408 | +50 | -16 | 7 | 114 | 29 | 20 | 36 |
| East North Central | -1 | +10 | +6 | 13 | 530 | +18 | +1 | 12 | 232 | 46 | 38 | 50 |
| West North Central | -5 | -3 | +5 | 5 | 98 | +42 | 0 | 4 | 44 | 85 | 53 | 80 |
| South Atlantic | -1 | +6 | +1 | 5 | 312 | +48 | 0 | 4 | 213 | 79 | 53 | 84 |
| Pacific | +31 | +9 | +12 | 5 | 313 | +23 | -2 | 4 | 169 | 63 | 60 | 69 |
| Chemicals, industrial | +61 | -3 | +43 | 14 | 2,561 | +18 | +16 | 9 | 1,383 | 67 | 98 | 57 |
| Clothing and furnishings (except shoes) | -8 | -34 | +1 | 26 | 2,111 | +26 | 0 | 16 | 2,705 | 214 | 178 | 130 |
| Coal | +29 | +18 | +12 | 20 | 5,133 | +60 | -17 | 11 | 4,826 | 324 | 186 | 471 |
| Confectionery | -2 | -5 | +1 | 43 | 1,316 | +5 | -2 | 25 | 773 | 95 | 89 | 92 |
| Middle Atlantic | +2 | +3 | +1 | 8 | 373 | -10 | -4 | 4 | 103 | 52 | 60 | 55 |
| East North Central | +7 | -12 | -2 | 5 | 95 | +7 | -23 | 4 | 65 | 93 | 98 | 118 |
| South Atlantic | +11 | -2 | +7 | 12 | 286 | +8 | -8 | 7 | 218 | 114 | 114 | 118 |
| East South Central | -10 | -3 | -4 | 8 | 208 | -5 | -12 | 4 | 36 | 69 | 79 | 80 |
| Dairy and poultry products | +12 | +7 | +8 | 27 | 7,776 | +88 | +31 | 16 | 3,287 | 56 | 33 | 44 |
| Drugs and sundries (liquor excluded) | +12 | -5 | +8 | 185 | 50,871 | d | d | d | d | d | d | d |
| New England | +7 | +2 | +7 | 12 | 2,310 | d | d | d | d | d | d | d |
| Middle Atlantic | +7 | -3 | +6 | 26 | 9,075 | d | d | d | d | d | d | d |
| East North Central | +18 | 0 | +10 | 26 | 8,977 | d | d | d | d | d | d | d |
| West North Central | +10 | -6 | +8 | 16 | 4,997 | d | d | d | d | d | d | d |
| South Atlantic | +6 | -6 | +11 | 30 | 6,263 | d | d | d | d | d | d | d |
| East South Central | +8 | -6 | +7 | 14 | 2,956 | d | d | d | d | d | d | d |
| West South Central | +14 | -5 | +11 | 29 | 7,078 | d | d | d | d | d | d | d |
| Mountain | +18 | -9 | +10 | 11 | 2,078 | d | d | d | d | d | d | d |
| Pacific | +16 | -9 | +8 | 19 | 6,951 | d | d | d | d | d | d | d |
| Dry goods | +9 | -30 | +11 | 170 | 30,388 | +25 | +12 | 134 | 79,684 | 312 | 270 | 199 |
| New England | +1 | -22 | +8 | 8 | 616 | +26 | +8 | 8 | 1,008 | 164 | 132 | 117 |
| Middle Atlantic | +14 | -17 | +20 | 42 | 6,471 | +42 | +23 | 30 | 10,924 | 283 | 210 | 189 |
| East North Central | +10 | -30 | +7 | 15 | 3,430 | +1 | +4 | 15 | 8,078 | 236 | 256 | 159 |
| West North Central | +8 | -33 | +7 | 20 | 9,792 | +33 | +11 | 18 | 36,965 | 381 | 309 | 230 |
| South Atlantic | +21 | -26 | +3 | 23 | 3,011 | +24 | +6 | 18 | 7,178 | 251 | 246 | 178 |
| East South Central | +15 | -30 | +16 | 14 | 1,102 | +28 | -1 | 8 | 1,913 | 258 | 239 | 181 |
| West South Central | -9 | -38 | -1 | 16 | 1,928 | +25 | +6 | 14 | 5,670 | 337 | 247 | 201 |
| Mountain | +35 | -5 | +13 | 4 | 350 | +31 | -6 | 4 | 891 | 255 | 263 | 257 |
| Pacific | +1 | -49 | +22 | 23 | 2,832 | -1 | +42 | 15 | 5,783 | 372 | 397 | 167 |
| Farm supplies | +21 | +26 | -1 | 20 | 3,369 | +12 | +22 | 9 | 949 | 65 | 68 | 67 |
| Fresh fruits and vegetables | -7 | -2 | -9 | 69 | 5,318 | +44 | +3 | 44 | 1,373 | 38 | 23 | 38 |
| New England | +13 | +10 | -10 | 9 | 362 | +77 | +38 | 8 | 62 | 24 | 16 | 19 |
| Middle Atlantic | -9 | -16 | -3 | 19 | 1,024 | +37 | +23 | 10 | 48 | 11 | 7 | 8 |
| East North Central | +14 | -2 | +6 | 15 | 1,678 | +14 | -15 | 8 | 401 | 39 | 42 | 51 |
| West North Central | -3 | +5 | -5 | 6 | 644 | 0 | -26 | 6 | 227 | 35 | 34 | 50 |
| South Atlantic | +1 | +35 | -13 | 6 | 400 | -19 | -22 | 4 | 47 | 17 | 20 | 28 |
| East South Central | +14 | -2 | +4 | 6 | 294 | c | c | c | c | c | c | c |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## DECEMBER 1950

(DATE ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of Business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stocks sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1950 panel | | Percent change | | December 1950 panel | | | | |
| | Dec. 1950 from Dec. 1949 | Dec. 1950 from Nov. 1950 | 12 mos. 1950 from 12 mos. 1949[b] | Number of establishments reporting | Reported dollar values (add 000) | Dec. 1950 from Dec. 1949 | Dec. 1950 from Nov. 1950 | Number of establishments reporting | Reported dollar values (add 000) | Dec. 1950 | Dec. 1949 | Nov. 1950 |
| Groceries, total | +19 | +4 | +8 | 836 | $130,990 | +15 | -4 | 630 | $143,313 | 147 | 150 | 161 |
| Non-affiliated full-line wholesalers[e] | +15 | -1 | +5 | 549 | 55,028 | +15 | -5 | 436 | 66,215 | 148 | 148 | 153 |
| New England | +24 | -10 | +9 | 7 | 1,497 | +41 | +6 | 4 | 2,679 | 212 | 192 | 175 |
| Middle Atlantic | +21 | +10 | +6 | 20 | 2,220 | +6 | -3 | 11 | 2,031 | 143 | 163 | 162 |
| East North Central | +18 | -2 | +11 | 135 | 11,749 | +7 | -4 | 116 | 15,286 | 148 | 163 | 149 |
| West North Central | +11 | -1 | +2 | 62 | 5,667 | +4 | -4 | 40 | 6,741 | 171 | 169 | 165 |
| South Atlantic | +11 | -6 | +4 | 64 | 6,515 | +29 | -1 | 41 | 7,369 | 151 | 129 | 142 |
| East South Central | +19 | -1 | +6 | 41 | 4,543 | +25 | +1 | 34 | 5,474 | 143 | 136 | 140 |
| West South Central | +17 | +2 | +4 | 106 | 12,191 | +14 | -7 | 83 | 13,067 | 141 | 144 | 153 |
| Mountain | +21 | -4 | -2 | 17 | 1,305 | +12 | -11 | 15 | 1,747 | 142 | 156 | 153 |
| Pacific | +11 | +2 | +2 | 90 | 7,902 | +14 | -9 | 87 | 10,313 | 136 | 133 | 154 |
| Voluntary-group wholesalers | +18 | +6 | +10 | 175 | 52,291 | +22 | -4 | 121 | 55,342 | 152 | 144 | 173 |
| New England | +21 | +15 | +11 | 9 | 3,714 | +26 | -9 | 6 | 1,713 | 123 | 124 | 142 |
| Middle Atlantic | +30 | +16 | +12 | 44 | 16,556 | +20 | -5 | 30 | 17,283 | 139 | 147 | 169 |
| East North Central | +22 | +5 | +9 | 46 | 9,601 | +19 | -4 | 33 | 9,729 | 137 | 138 | 147 |
| West North Central | +4 | +5 | +9 | 31 | 10,136 | +35 | 0 | 25 | 14,792 | 218 | 158 | 254 |
| South Atlantic | +14 | -5 | +10 | 13 | 2,693 | +22 | -8 | 7 | 1,755 | 115 | 104 | 115 |
| Pacific | +18 | -6 | +12 | 15 | 4,078 | +32 | -7 | 4 | 2,504 | 122 | 114 | 129 |
| Retailer-cooperative warehouses | +23 | +4 | +11 | 20 | 7,522 | +8 | +3 | 15 | 5,179 | 149 | 163 | 141 |
| Specialty lines wholesalers | +30 | +17 | +11 | 92 | 16,149 | 0 | -4 | 58 | 16,577 | 130 | 171 | 167 |
| New England | +18 | +11 | 0 | 5 | 161 | c | c | c | c | c | c | c |
| Middle Atlantic | +33 | +35 | +12 | 19 | 4,139 | +17 | -3 | 11 | 3,531 | 100 | 116 | 147 |
| East North Central | +28 | +40 | +9 | 10 | 815 | +15 | +7 | 5 | 210 | 79 | 69 | 67 |
| South Atlantic | +35 | +4 | +11 | 25 | 2,349 | +2 | +1 | 16 | 2,166 | 114 | 152 | 116 |
| East South Central | +40 | +6 | +20 | 6 | 708 | c | c | c | c | c | c | c |
| West South Central | +7 | -15 | +4 | 5 | 301 | c | c | c | c | c | c | c |
| Pacific | +29 | +14 | +12 | 17 | 7,367 | -6 | -8 | 13 | 9,677 | 159 | 223 | 218 |
| Leather and shoe findings | +20 | -15 | +9 | 25 | 457 | +14 | +3 | 13 | 1,033 | 394 | 420 | 327 |
| Middle Atlantic | +10 | -14 | +5 | 5 | 32 | c | c | c | c | c | c | c |
| East North Central | -3 | -12 | +5 | 4 | 65 | c | c | c | c | c | c | c |
| West North Central | +13 | -8 | +15 | 5 | 70 | c | c | c | c | c | c | c |
| Pacific | +38 | -15 | +11 | 6 | 236 | c | c | c | c | c | c | c |
| Meats and meat products | +34 | +13 | +6 | 41 | 24,186 | +36 | +3 | 35 | 9,170 | 48 | 47 | 52 |
| Middle Atlantic | +29 | +9 | +6 | 11 | 4,559 | +35 | -1 | 11 | 1,884 | 41 | 40 | 46 |
| East North Central | +35 | +16 | +3 | 13 | 9,862 | +28 | +2 | 12 | 4,936 | 53 | 57 | 60 |
| South Atlantic | +24 | +15 | -2 | 4 | 456 | c | c | c | c | c | c | c |
| Pacific | +38 | +19 | +11 | 5 | 4,238 | +50 | -2 | 4 | 750 | 35 | 32 | 37 |
| Paper and its products | +25 | -4 | +16 | 59 | 8,979 | +5 | +3 | 36 | 6,749 | 108 | 128 | 100 |
| Middle Atlantic | +36 | -6 | +26 | 20 | 2,908 | +22 | +11 | 12 | 1,618 | 84 | 94 | 74 |
| East North Central | +25 | -10 | +19 | 16 | 3,156 | +1 | +3 | 10 | 2,314 | 88 | 112 | 78 |
| South Atlantic | +25 | -5 | +17 | 6 | 740 | c | c | c | c | c | c | c |
| South Central | +15 | -10 | +17 | 5 | 508 | c | c | c | c | c | c | c |
| Pacific | +2 | +16 | -8 | 5 | 1,250 | -2 | -4 | 4 | 1,740 | 196 | 193 | 218 |
| Petroleum | +36 | +28 | +12 | 28 | 6,649 | +8 | +6 | 28 | 5,026 | 76 | 95 | 92 |
| Shoes and other footwear | +17 | -8 | +9 | 39 | 21,498 | +14 | +9 | 34 | 64,415 | 303 | 313 | 256 |
| Tobacco products | +1 | +7 | 0 | 287 | 46,001 | +18 | -8 | 176 | 15,976 | 54 | 47 | 62 |
| New England | -1 | +12 | +1 | 24 | 3,524 | +5 | +2 | 12 | 575 | 45 | 44 | 49 |
| Middle Atlantic | +2 | +10 | 0 | 58 | 14,949 | +23 | -9 | 39 | 6,359 | 57 | 47 | 68 |
| East North Central | +5 | +8 | -1 | 67 | 9,124 | +17 | -10 | 39 | 2,659 | 51 | 46 | 60 |
| West North Central | -7 | +12 | -4 | 41 | 5,966 | +22 | -12 | 29 | 2,271 | 57 | 45 | 70 |
| South Atlantic | +3 | -6 | -1 | 21 | 3,880 | +17 | -4 | 17 | 1,874 | 56 | 49 | 54 |
| East South Central | +7 | -1 | +13 | 14 | 1,524 | +24 | -6 | 7 | 561 | 54 | 48 | 55 |
| West South Central | +4 | +1 | +4 | 24 | 2,255 | +8 | -10 | 10 | 422 | 37 | 36 | 41 |
| Mountain | +15 | +15 | +8 | 12 | 1,090 | -19 | -15 | 10 | 301 | 60 | 77 | 69 |
| Pacific | -4 | +6 | -3 | 19 | 2,705 | +11 | -1 | 8 | 436 | 52 | 48 | 53 |
| Wines and spirits[f] | +23 | +39 | +16 | 297 | 154,777 | +12 | -15 | 241 | 104,654 | 85 | 95 | 139 |
| New England | +33 | +21 | +17 | 26 | 8,441 | +31 | -17 | 20 | 4,977 | 81 | 83 | 109 |
| Middle Atlantic | +28 | +49 | +21 | 47 | 55,800 | +28 | -12 | 40 | 32,045 | 75 | 77 | 130 |
| East North Central | +26 | +43 | +18 | 42 | 17,302 | +7 | -16 | 31 | 11,094 | 87 | 107 | 144 |
| West North Central | +5 | +20 | +9 | 32 | 10,822 | +4 | -13 | 25 | 10,933 | 142 | 148 | 196 |
| South Atlantic | +22 | +27 | +12 | 43 | 17,309 | 0 | -24 | 41 | 12,770 | 76 | 92 | 126 |
| East South Central | -5 | +25 | -2 | 16 | 4,283 | +10 | -9 | 13 | 3,739 | 105 | 93 | 148 |
| West South Central | +24 | +43 | +12 | 37 | 17,493 | -17 | -23 | 33 | 11,188 | 66 | 100 | 123 |
| Mountain | +23 | +36 | +22 | 10 | 2,944 | -1 | -15 | 9 | 1,920 | 69 | 87 | 112 |
| Pacific | +22 | +44 | +16 | 25 | 16,514 | +30 | -10 | 15 | 13,329 | 116 | 107 | 190 |
| Miscellaneous | +25 | +17 | +16 | 39 | 7,474 | +3 | +7 | 27 | 6,166 | 125 | 167 | 139 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Includes reports received too late for inclusion in previous monthly trends.

c Insufficient data to show separately.

d To be published in the December issue of Trends in the Drug Trade.

e Not affiliated with voluntary or cooperative groups.

f Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

MAR 12

FOR RELEASE
MARCH 6, 1951

## JANUARY 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 3,958 wholesale establishments in various lines of business.

SALES

Sales of wholesalers during January 1951 rose 4 percent over the previous month, an increase contrary to the normal seasonal trend. Compared with a year ago, however, January sales indicated a more substantial increase of 53 percent.

Regionally, gains of 1 to 10 percent above December 1950 levels were experienced by all geographic divisions except the New England and Middle Atlantic areas, which reported declines of 1 and 3 percent, respectively. All regions, however, shared in the substantial increases over January 1950 sales. These gains ranged from 39 percent in the West South Central division to 66 percent in the Pacific region.

Most trades reported gains over December levels, such increases ranging from a small rise of 3 percent in plumbing and heating supplies to a substantial jump of 78 percent in clothing and furnishings. Twelve trades, however, indicated declines below December sales, with the largest drop, 43 percent, reported for jewelry. Compared with January a year ago, all trades reported moderate to substantial gains, except fresh fruits and vegetables, which increased sales only 2 percent. Appliances and specialties wholesalers experienced the largest increase (115%) over January 1950 sales.

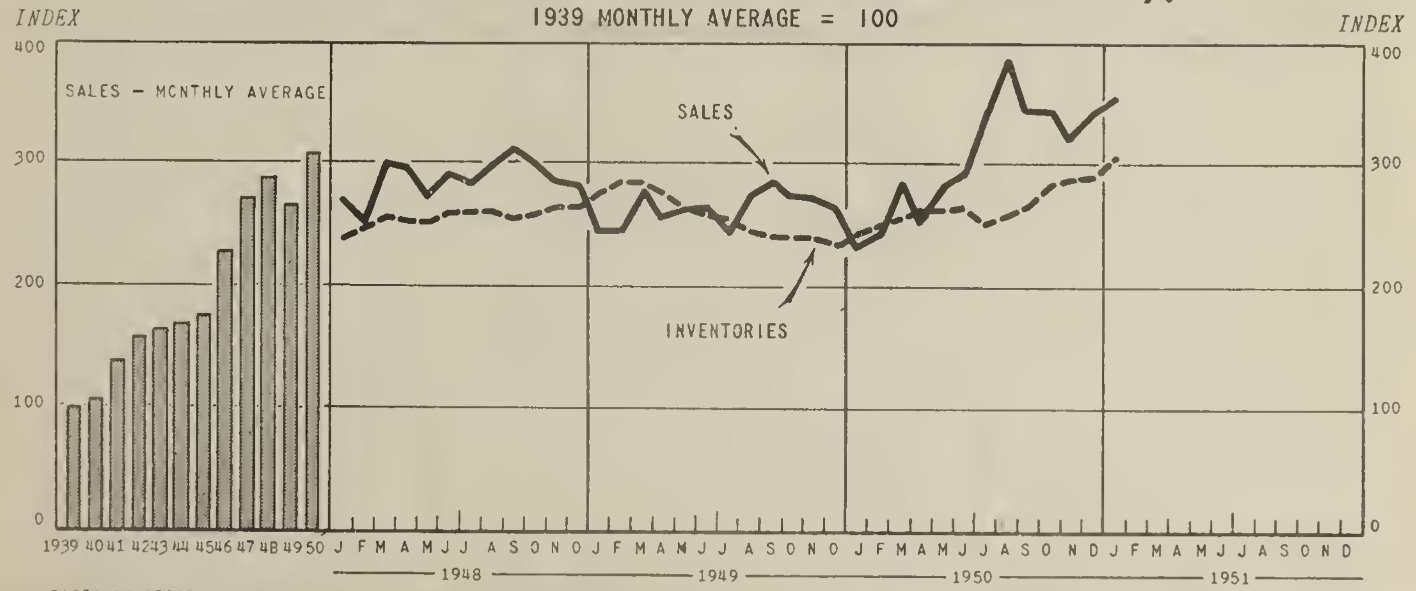
INVENTORIES

Wholesalers' inventories at the end of January rose 6 percent above the December 31, 1950 stock level and were 26 percent above the dollar value of stocks on hand January 31 of last year. All geographic divisions followed the national trends and reported increases over both periods. Gains over the previous month varied from 3 percent in the Pacific region to 11 percent in the Middle Atlantic area. Compared with January a year ago, inventory gains ranged from 17 percent in the West South Central and Mountain regions to 38 percent in the Middle Atlantic division. Based on reports of 2,973 establishments submitting inventories in conjunction with sales, the January stock-sales ratio of 137 was 4 points higher than the previous month but 32 points lower than a year ago.

RETAIL

January sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 24 percent below the previous month, but 28 percent ahead of January 1950.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES**
**(Service and Limited Function Wholesalers Only)**



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
# JANUARY 1951

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1951 panel | | Percent change | | January 1951 panel | | | | |
| | Jan. 1951 from Jan. 1950 | Jan. 1951 from ~~Jan.~~ Dec. 1950 | Number of establishments reporting | Reported dollar values (add 000) | Jan. 1951 from Jan. 1950 | Jan. 1951 from Dec. 1950 | Number of establishments reporting | Reported dollar values (add 000) | Jan. 1951 | Jan. 1950 | Dec. 1950 |
| United States, total | +53 | +4 | 3,958 | $890,731 | +26 | +6 | 2,973 | $982,597 | 137 | 169 | 133 |
| New England | +61 | -1 | 217 | 39,359 | +23 | +7 | 159 | 33,698 | 111 | 146 | 106 |
| Middle Atlantic | +59 | -3 | 720 | 181,969 | +38 | +11 | 502 | 158,072 | 120 | 139 | 101 |
| East North Central | +55 | +1 | 797 | 165,626 | +27 | +5 | 620 | 165,729 | 118 | 146 | 112 |
| West North Central | +45 | +10 | 433 | 110,496 | +27 | +4 | 345 | 147,805 | 162 | 185 | 172 |
| South Atlantic | +52 | +9 | 497 | 96,84[illegible] | +31 | +1[illegible] | 380 | 107,997 | 135 | 157 | 130 |
| East South Central | +48 | +10 | 198 | 35,518 | +29 | +7 | 141 | 42,958 | 148 | 173 | 153 |
| West South Central | +39 | +3 | 376 | 75,777 | +17 | +6 | 290 | 91,671 | 147 | 175 | 140 |
| Mountain | +52 | +2 | 162 | 28,685 | +17 | +5 | 113 | 28,920 | 127 | 162 | 120 |
| Pacific | +66 | +8 | 50[illegible] | 125,396 | +[illegible] | +3 | 373 | 130,410 | 134 | 197 | 139 |
| Automotive supplies | +80 | +15 | 263 | 23,291 | +21 | +8 | 163 | 18,669 | 212 | 274 | 192 |
| New England | +106 | +41 | 7 | 51[illegible] | +22 | +2 | 4 | 501 | 281 | 390 | 288 |
| Middle Atlantic | +73 | +[illegible] | 36 | 1,257 | +[illegible]7 | +4 | 33 | 2,017 | 181 | 261 | 180 |
| East North Central | +70 | -[illegible] | 4[illegible] | 4,544 | +34 | +21 | 36 | 5,840 | 204 | 219 | 132 |
| West North Central | +81 | +1 | 43 | 5,470 | +7 | -1 | 20 | 3,045 | 208 | 315 | 261 |
| South Atlantic | +105 | +58 | 19 | 3,8[illegible]4 | +19 | +[illegible] | 10 | 1,185 | 247 | 299 | 237 |
| South Central | +102 | +64 | 13 | 3,4[illegible]1 | +[illegible] | +4 | 7 | 1,265 | 200 | 244 | 211 |
| Mountain | +39 | +4 | 17 | 1,[illegible]11 | +17 | +10 | 6 | 914 | 271 | 289 | 222 |
| Pacific | +67 | +6 | 74 | 3,[illegible] | +1[illegible] | +3 | 40 | 3,336 | 227 | 345 | 260 |
| Electrical group, total | +94 | -2 | 642 | 184,646 | +38 | +3 | 572 | 172,746 | 100 | 139 | 94 |
| Full-line wholesalers | +90 | -7 | 416 | 135,745 | +35 | +5 | 407 | 136,916 | 102 | 144 | 91 |
| New England | +95 | -[illegible] | 31 | 8,696 | +30 | +2 | 31 | 8,046 | 93 | 138 | 82 |
| Middle Atlantic | +81 | -4 | 58 | 21,3[illegible] | +51 | +10 | 56 | 21,855 | 102 | 122 | 89 |
| East North Central | +89 | -16 | 84 | 29,148 | +35 | +6 | 81 | 27,617 | 97 | 136 | 77 |
| West North Central | +88 | -10 | 40 | 12,578 | +14 | -1 | 40 | 11,601 | 92 | 152 | 83 |
| South Atlantic | +95 | 0 | 63 | 18,294 | +39 | -1 | 61 | 19,184 | 109 | 152 | 109 |
| East South Central | +97 | +10 | 26 | 6,400 | +57 | 0 | 25 | 7,584 | 122 | 152 | 133 |
| West South Central | +[illegible]4 | +11 | 45 | 12,946 | +40 | 0 | 45 | 14,565 | 112 | 156 | 125 |
| Mountain | +80 | -17 | 19 | 4,852 | +23 | +9 | 19 | 5,210 | 107 | 158 | 82 |
| Pacific | +93 | -9 | 50 | 21,003 | +25 | +11 | 49 | 21.254 | 102 | 158 | 83 |
| Wiring supplies, construction material distributors | +75 | -1 | 121 | 10,224 | +34 | +3 | 80 | 8,165 | 113 | 145 | 1[illegible]8 |
| New England | +86 | +5 | 12 | 724 | +28 | 0 | 4 | 201 | 118 | 148 | 118 |
| Middle Atlantic | +80 | +8 | 35 | 1,646 | +16 | +7 | 21 | 1,530 | 116 | 188 | 121 |
| East North Central | +96 | -1 | 25 | 3,281 | +38 | -2 | 18 | 2,460 | 108 | 139 | 108 |
| West North Central | +57 | +4 | 9 | 1,149 | +28 | -1 | 7 | 889 | 123 | 153 | 137 |
| South Atlantic | +41 | -21 | 18 | 1,767 | +52 | +12 | 13 | 1,585 | 108 | 97 | 72 |
| West South Central | +119 | +28 | 9 | 947 | +38 | +8 | 7 | 1,034 | 124 | 215 | 157 |
| Mountain | +38 | +3 | 5 | 328 | b | b | b | b | b | b | b |
| Pacific | +92 | +10 | 8 | 382 | +29 | -8 | 7 | 398 | 108 | 161 | 127 |
| Appliances and specialties wholesalers | +115 | +18 | 105 | 38,677 | +63 | -3 | 85 | 27,665 | 88 | 113 | 109 |
| New England | +96 | +29 | 9 | 2,827 | +42 | +2 | 7 | 1,522 | 59 | 83 | 81 |
| Middle Atlantic | +152 | +29 | 23 | 16,425 | +128 | -10 | 15 | 8,314 | 79 | 83 | 125 |
| East North Central | +70 | +13 | 16 | 4,716 | +75 | -10 | 12 | 3,253 | 74 | 72 | 91 |
| West North Central | +148 | +8 | 16 | 4,471 | +58 | -3 | 14 | 4,945 | 112 | 177 | 124 |
| South Atlantic | +83 | +14 | 16 | 3,723 | +14 | +5 | 15 | 3,230 | 99 | 162 | 106 |
| South Central | +69 | +3 | 10 | 1,826 | +39 | +5 | 9 | 2,366 | 130 | 159 | 128 |
| Mountain | +99 | -13 | 6 | 1,143 | -8 | -3 | 5 | 891 | 93 | 189 | 79 |
| Pacific | +100 | +8 | 9 | 3,546 | +75 | +4 | 8 | 3,144 | 93 | 107 | 96 |
| Furniture and house furnishings | +62 | +24 | 81 | 18,814 | +33 | +14 | 61 | 23,337 | 143 | 18[illegible] | 161 |
| New England | +60 | +5 | 4 | 741 | b | b | b | b | b | b | b |
| Middle Atlantic | +42 | +3 | 15 | 3,293 | +26 | +25 | 11 | 3,536 | 142 | 171 | 147 |
| East North Central | +72 | +68 | 7 | 2,926 | +47 | +15 | 6 | 3,642 | 131 | 157 | 205 |
| West North Central | +63 | +31 | 11 | 2,789 | +58 | +13 | 11 | 4,879 | 175 | 181 | 202 |
| South Atlantic | +1 | -32 | 9 | 505 | b | b | b | b | b | b | b |
| South Central | +79 | +20 | 15 | 2,540 | +25 | +18 | 15 | 3,572 | 141 | 201 | 143 |
| Mountain | +52 | +50 | 6 | 1,383 | +20 | +6 | 4 | 1,366 | 159 | 226 | 170 |
| Pacific | +76 | +31 | 12 | 4,361 | +23 | +11 | 10 | 5,173 | 127 | 178 | 151 |
| Hardware | +82 | +17 | 156 | 74,267 | +23 | +7 | 129 | 115,492 | 183 | 272 | 201 |
| Middle Atlantic | +80 | +6 | 36 | 10,279 | +36 | +10 | 29 | 13,644 | 156 | 210 | 150 |
| East North Central | +100 | +8 | 24 | 14,783 | +29 | +4 | 23 | 24,097 | 167 | 258 | 173 |
| West North Central | +66 | +14 | 17 | 13,074 | +26 | +14 | 16 | 25,640 | 229 | 303 | 233 |
| South Atlantic | +63 | +39 | 24 | 7,558 | +16 | +2 | 21 | 12,455 | 179 | 253 | 243 |
| East South Central | +78 | +29 | 12 | 5,558 | +16 | 0 | 10 | 7,805 | 159 | 250 | 208 |
| West South Central | +56 | +34 | 15 | 6,849 | +21 | +7 | 9 | 7,834 | 177 | 233 | 229 |
| Mountain | +65 | -15 | 7 | 2,420 | b | b | b | b | b | b | b |
| Pacific | +128 | +26 | 14 | 12,344 | +15 | +5 | 12 | 20,248 | 184 | 366 | 219 |
| Industrial supplies | +96 | +13 | 86 | 14,572 | +8 | -1 | 63 | 17,370 | 150 | 272 | 174 |
| New England | +82 | +12 | 8 | 726 | -14 | +4 | 7 | 1,296 | 203 | 429 | 219 |
| Middle Atlantic | +111 | +11 | 19 | 1,871 | +21 | -14 | 11 | 1,122 | 98 | 154 | 126 |
| East North Central | +82 | +17 | 9 | 1,[illegible]62 | +24 | +8 | 7 | 746 | 174 | 245 | 179 |
| West North Central | +70 | -7 | 5 | 379 | -24 | -32 | 4 | 461 | 1[illegible]4 | 333 | 219 |
| South Atlantic | +78 | +39 | 10 | 1,017 | +6 | +10 | 9 | 1,591 | 159 | 267 | 201 |
| South Central | +70 | +6 | 27 | 5,516 | +18 | +9 | 18 | 8,250 | 193 | 274 | 185 |
| Pacific | +162 | +22 | 9 | 4,0[illegible]2 | +1 | -16 | 7 | 3,904 | 104 | 280 | 155 |
| Jewelry | +80 | -43 | 144 | 6,422 | +28 | +8 | 81 | 14,002 | 288 | 415 | 150 |
| New England | +57 | -49 | 4 | 265 | b | b | b | b | b | b | b |
| Middle Atlantic | +88 | -32 | 47 | 2,046 | +31 | +12 | 17 | 2,458 | 219 | 303 | 117 |
| East North Central | +68 | -44 | 39 | 1,527 | +25 | +5 | 24 | 3,786 | 272 | 431 | 153 |
| West North Central | +65 | -47 | 12 | 755 | +17 | +13 | 10 | 2,131 | 326 | 450 | 155 |
| South Atlantic | +72 | -55 | 5 | 292 | b | b | b | b | b | b | b |
| South Central | +56 | -24 | 6 | 140 | +25 | 0 | 5 | 619 | 473 | 577 | 366 |
| Pacific | +108 | -48 | 28 | 1,382 | +37 | +11 | 19 | 4,205 | 324 | 498 | 154 |

(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JANUARY 1951

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1951 panel | | Percent change | | January 1951 panel | | | | |
| | Jan. 1951 from Jan. 1950 | Jan. 1951 from Dec. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Jan. 1951 from Jan. 1950 | Jan. 1951 from Dec. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Jan. 1951 | Jan. 1950 | Dec. 1950 |
| Lumber and building materials | +53 | +17 | 74 | $12,480 | +31 | +6 | 50 | $11,155 | 132 | 155 | 149 |
| Middle Atlantic | +32 | -1 | 18 | 2,578 | -1 | -5 | 10 | 1,003 | 65 | 81 | 68 |
| East North Central | +62 | +30 | 10 | 1,006 | +37 | +13 | 6 | 981 | 225 | 224 | 261 |
| West North Central | +75 | +86 | 6 | 858 | b | b | b | b | b | b | b |
| South Atlantic | +58 | +25 | 11 | 1,936 | +22 | +5 | 9 | 1,356 | 131 | 160 | 166 |
| South Central | +32 | +7 | 5 | 839 | b | b | b | b | b | b | b |
| Pacific | +77 | +28 | 9 | 1,865 | +37 | -1 | 7 | 1,956 | 122 | 162 | 163 |
| Machinery equipment, supplies (except electrical) | +35 | +7 | 46 | 8,796 | -1 | +4 | 33 | 12,147 | 157 | 212 | 161 |
| New England | +50 | 0 | 4 | 474 | b | b | b | b | b | b | b |
| Middle Atlantic | +89 | +16 | 7 | 1,388 | +35 | +16 | 4 | 1,495 | 119 | 167 | 116 |
| East North Central | +43 | -11 | 11 | 1,115 | +37 | +7 | 9 | 1,641 | 162 | 170 | 148 |
| South Atlantic | +59 | +60 | 6 | 1,242 | b | b | b | b | b | b | b |
| South Central | -9 | +59 | 7 | 2,648 | -25 | +2 | 5 | 3,657 | 145 | 172 | 228 |
| Pacific | +147 | +23 | 7 | 922 | +7 | +7 | 5 | 1,482 | 234 | 670 | 274 |
| Metals | +80 | -1 | 36 | 11,689 | +6 | +4 | 32 | 10,595 | 92 | 157 | 88 |
| Paints and varnishes | +61 | +31 | 51 | 5,830 | +21 | -1 | 45 | 16,128 | 284 | 378 | 376 |
| Plumbing and heating supplies | +81 | +3 | 83 | 14,600 | +68 | +37 | 58 | 19,999 | 186 | 199 | 135 |
| New England | +51 | +14 | 6 | 402 | b | b | b | b | b | b | b |
| Middle Atlantic | +76 | +30 | 17 | 1,438 | +31 | +22 | 10 | 1,442 | 153 | 205 | 160 |
| East North Central | +73 | +7 | 13 | 1,443 | +31 | +9 | 11 | 2,361 | 195 | 251 | 184 |
| West North Central | +105 | +22 | 10 | 1,457 | +19 | +3 | 8 | 1,539 | 118 | 203 | 137 |
| South Atlantic | +76 | -5 | 23 | 7,022 | +87 | +53 | 20 | 11,018 | 189 | 183 | 115 |
| Pacific | +151 | +8 | 4 | 1,222 | b | b | b | b | b | b | b |
| Refrigeration equipment, parts (commercial) | +64 | +22 | 25 | 1,279 | +22 | +1 | 19 | 2,439 | 249 | 331 | 297 |
| Middle Atlantic | +49 | +39 | 5 | 285 | b | b | b | b | b | b | b |
| East North Central | +16 | +16 | 6 | 174 | +9 | -1 | 5 | 575 | 342 | 373 | 407 |
| South Atlantic | +50 | +25 | 5 | 266 | +21 | 0 | 5 | 664 | 250 | 311 | 313 |
| Pacific | +123 | +37 | 4 | 194 | +28 | -9 | 4 | 381 | 196 | 343 | 294 |
| Surgical, medical, equipment, supplies | +59 | +4 | 31 | 5,441 | +41 | +3 | 26 | 5,156 | 103 | 118 | 102 |
| Middle Atlantic | +56 | +16 | 6 | 982 | +25 | +1 | 4 | 660 | 82 | 106 | 92 |
| East North Central | +64 | -9 | 9 | 2,583 | +55 | +8 | 8 | 2,312 | 94 | 102 | 79 |
| South Atlantic | +59 | +29 | 6 | 842 | +42 | +1 | 5 | 1,006 | 123 | 138 | 157 |
| Beer | +16 | -11 | 43 | 1,536 | +35 | +3 | 37 | 852 | 61 | 52 | 52 |
| Middle Atlantic | +13 | -19 | 10 | 330 | +37 | -1 | 8 | 114 | 36 | 29 | 29 |
| East North Central | +15 | -8 | 12 | 464 | +35 | +8 | 12 | 250 | 54 | 46 | 46 |
| West North Central | +22 | +1 | 5 | 99 | +11 | -11 | 4 | 39 | 78 | 78 | 85 |
| South Atlantic | +16 | +7 | 5 | 333 | +23 | -12 | 4 | 187 | 64 | 60 | 78 |
| Pacific | +30 | -27 | 5 | 229 | +61 | +23 | 4 | 208 | 107 | 77 | 63 |
| Chemicals, industrial | +86 | +15 | 14 | 3,301 | +21 | -2 | 9 | 1,431 | 51 | 81 | 59 |
| Clothing and furnishings (except shoes) | +96 | +78 | 22 | 4,085 | +10 | +12 | 14 | 2,162 | 123 | 196 | 201 |
| Coal | +27 | -4 | 20 | 4,927 | +200 | -18 | 19 | 4,256 | 87 | 37 | 102 |
| Confectionery | +15 | -5 | 41 | 1,240 | +18 | +6 | 24 | 804 | 103 | 97 | 94 |
| Middle Atlantic | +7 | -22 | 8 | 292 | +4 | +13 | 4 | 116 | 81 | 70 | 52 |
| North Central | +17 | -7 | 7 | 249 | +14 | 0 | 6 | 206 | 93 | 97 | 85 |
| South Atlantic | +15 | +1 | 12 | 290 | +20 | +7 | 7 | 237 | 121 | 111 | 115 |
| East South Central | +18 | -13 | 8 | 181 | +16 | 0 | 4 | 36 | 75 | 72 | 69 |
| Dairy and poultry products | +23 | -6 | 25 | 7,151 | +39 | -3 | 15 | 1,217 | 42 | 33 | 41 |
| Drugs and sundries (liquor excluded) | +24 | +24 | 187 | 63,874 | +19 | +8 | 148 | 81,159 | 158 | 165 | 191 |
| New England | +25 | +20 | 11 | 2,944 | +16 | 0 | 9 | 3,379 | 148 | 160 | 179 |
| Middle Atlantic | +18 | +20 | 27 | 11,597 | +21 | +4 | 19 | 10,994 | 159 | 150 | 183 |
| East North Central | +29 | +18 | 23 | 9,650 | +26 | +2 | 17 | 10,479 | 143 | 147 | 166 |
| West North Central | +25 | +25 | 17 | 6,664 | +15 | +2 | 15 | 8,509 | 145 | 157 | 180 |
| South Atlantic | +23 | +24 | 28 | 7,113 | +13 | +3 | 22 | 8,839 | 160 | 174 | 188 |
| East South Central | +23 | +23 | 16 | 4,005 | +16 | +2 | 12 | 5,281 | 163 | 173 | 194 |
| West South Central | +24 | +23 | 30 | 8,973 | +19 | +1 | 25 | 13,680 | 180 | 188 | 223 |
| Mountain | +28 | +37 | 10 | 2,685 | +16 | +7 | 8 | 3,922 | 152 | 168 | 196 |
| Pacific | +29 | +33 | 21 | 9,335 | +21 | +5 | 18 | 14,767 | 160 | 170 | 201 |
| Dry goods | +42 | +63 | 170 | 48,733 | +24 | +4 | 132 | 81,337 | 203 | 231 | 312 |
| New England | +69 | +49 | 7 | 878 | +5 | +2 | 7 | 990 | 113 | 180 | 165 |
| Middle Atlantic | +53 | +50 | 43 | 9.746 | +27 | 0 | 28 | 10,691 | 186 | 230 | 286 |
| East North Central | +30 | +48 | 16 | 5,182 | +12 | 0 | 16 | 8,494 | 164 | 190 | 242 |
| West North Central | +37 | +76 | 17 | 15,954 | +36 | +7 | 15 | 36,949 | 233 | 234 | 385 |
| South Atlantic | +54 | +39 | 25 | 4,957 | +20 | +10 | 21 | 9,138 | 192 | 244 | 241 |
| East South Central | +42 | +42 | 14 | 2,024 | +15 | +17 | 8 | 3,020 | 202 | 246 | 244 |
| West South Central | +24 | +82 | 13 | 2,670 | +12 | +1 | 12 | 4,009 | 163 | 176 | 299 |
| Mountain | +34 | +43 | 4 | 317 | +11 | +17 | 4 | 712 | 259 | 324 | 330 |
| Pacific | +43 | +100 | 27 | 6,337 | -4 | -6 | 19 | 6,277 | 212 | 346 | 354 |
| Farm supplies | +22 | +47 | 20 | 4,939 | +30 | +8 | 9 | 1,029 | 58 | 62 | 65 |
| Fresh fruits and vegetables | +2 | -8 | 69 | 5,035 | +52 | +10 | 44 | 1,220 | 39 | 26 | 34 |
| New England | +2 | -9 | 9 | 318 | +13 | -3 | 8 | 34 | 15 | 13 | 14 |
| Middle Atlantic | -10 | -11 | 16 | 812 | +28 | -5 | 8 | 41 | 11 | 9 | 12 |
| East North Central | +10 | -19 | 15 | 1,390 | +1 | +12 | 8 | 145 | 36 | 36 | 29 |
| West North Central | +11 | -6 | 7 | 605 | +7 | +6 | 7 | 241 | 40 | 41 | 35 |
| South Atlantic | +7 | -20 | 5 | 318 | -28 | 0 | 4 | 47 | 22 | 28 | 17 |
| East South Central | +24 | +22 | 6 | 360 | b | b | b | b | b | b | b |
| Pacific | +2 | +10 | 7 | 1,012 | -4 | +9 | 5 | 196 | 21 | 22 | 21 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## JANUARY 1951

(DATA ARE SHOWN BY GEOGRAPHIC DIVISIONS WHERE POSSIBLE WITHOUT DISCLOSURE OF INDIVIDUAL OPERATIONS)

| Kind of business and geographic division | Sales | | | | | | | | Stock sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | January 1951 panel | | Percent change | | January 1951 panel | | | | |
| | Jan. 1951 from Jan. 1950 | Jan. 1951 from Dec. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Jan. 1951 from Jan. 1950 | Jan. 1951 from Dec. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Jan. 1951 | Jan. 1950 | Dec. 1950 |
| Groceries, total | +34 | +15 | 846 | $ 150,414 | +18 | +3 | 642 | $ 148,576 | 131 | 148 | 144 |
| Non-affiliated full-line wholesalers[c] | +29 | +15 | 559 | 63,921 | +21 | +6 | 450 | 70,388 | 136 | 145 | 146 |
| New England | +38 | +21 | 7 | 1,806 | +37 | +3 | 4 | 2,751 | 174 | 182 | 212 |
| Middle Atlantic | +33 | +6 | 19 | 2,122 | +21 | +7 | 11 | 2,090 | 163 | 175 | 157 |
| East North Central | +37 | +20 | 143 | 14,650 | +17 | +8 | 124 | 17,316 | 132 | 156 | 150 |
| West North Central | +17 | +2 | 63 | 6,372 | +19 | +2 | 50 | 6,819 | 144 | 146 | 134 |
| South Atlantic | +29 | +19 | 64 | 7,412 | +32 | +3 | 38 | 6,400 | 133 | 128 | 152 |
| East South Central | +29 | +9 | 39 | 5,165 | +31 | +6 | 28 | 5,512 | 137 | 138 | 142 |
| West South Central | +26 | +12 | 110 | 14,036 | +22 | +12 | 87 | 15,433 | 146 | 151 | 144 |
| Mountain | +30 | +20 | 25 | 2,863 | +11 | -3 | 22 | 3,335 | 125 | 147 | 155 |
| Pacific | +28 | +21 | 89 | 9,495 | +19 | +5 | 86 | 10,732 | 119 | 127 | 135 |
| Voluntary-group wholesalers | +32 | +10 | 174 | 56,219 | +23 | +2 | 119 | 57,023 | 141 | 148 | 148 |
| New England | +58 | 0 | 9 | 3,459 | +26 | +4 | 6 | 1,504 | 112 | 136 | 127 |
| Middle Atlantic | +41 | +7 | 45 | 17,886 | +25 | +3 | 31 | 18,165 | 137 | 153 | 140 |
| East North Central | +32 | +13 | 47 | 10,878 | +30 | +2 | 33 | 9,839 | 126 | 122 | 137 |
| West North Central | +22 | +2 | 31 | 9,984 | +23 | -2 | 31 | 17,612 | 176 | 174 | 183 |
| South Atlantic | +40 | +25 | 12 | 3,129 | +22 | +10 | 7 | 1,930 | 101 | 115 | 115 |
| Pacific | +30 | +30 | 16 | 5,953 | +14 | -2 | 4 | 2,411 | 104 | 122 | 120 |
| Retailer-cooperative warehouses | +37 | +21 | 21 | 9,243 | +10 | 0 | 15 | 5,162 | 112 | 134 | 149 |
| Specialty lines wholesalers | +60 | +26 | 92 | 21,031 | -3 | -4 | 58 | 16,003 | 97 | 168 | 126 |
| New England | +24 | +6 | 5 | 170 | b | b | b | b | b | b | b |
| Middle Atlantic | +66 | +40 | 19 | 5,876 | +10 | -5 | 11 | 3,389 | 65 | 100 | 100 |
| East North Central | +33 | +8 | 11 | 989 | +25 | +4 | 6 | 302 | 74 | 73 | 80 |
| South Atlantic | +47 | +11 | 23 | 2,518 | +4 | -12 | 15 | 1,838 | 90 | 131 | 115 |
| East South Central | +46 | +12 | 5 | 688 | b | b | b | b | b | b | b |
| West South Central | +34 | +25 | 5 | 376 | b | b | b | b | b | b | b |
| Pacific | +63 | +25 | 17 | 9,174 | -6 | -1 | 13 | 9,554 | 138 | 255 | 159 |
| Leather and shoe findings | +44 | +21 | 29 | 589 | +8 | -2 | 14 | 1,106 | 306 | 397 | 402 |
| Middle Atlantic | +32 | +28 | 5 | 41 | b | b | b | b | b | b | b |
| East North Central | +44 | 0 | 6 | 85 | b | b | b | b | b | b | b |
| West North Central | +43 | +9 | 5 | 70 | b | b | b | b | b | b | b |
| Pacific | +52 | +26 | 7 | 318 | b | b | b | b | b | b | b |
| Meats and meat products | +42 | +4 | 40 | 24,494 | +38 | +14 | 34 | 10,339 | 54 | 55 | 49 |
| Middle Atlantic | +38 | +6 | 11 | 4,816 | +43 | +19 | 11 | 2,244 | 47 | 45 | 41 |
| East North Central | +44 | +6 | 13 | 10,441 | +34 | +11 | 12 | 5,496 | 55 | 60 | 53 |
| South Atlantic | +19 | -9 | 4 | 413 | b | b | b | b | b | b | b |
| Pacific | +48 | +11 | 4 | 5,960 | b | b | b | b | b | b | b |
| Paper and its products | +53 | +23 | 58 | 10,675 | +8 | +2 | 36 | 6,966 | 96 | 133 | 108 |
| New England | +60 | +5 | 5 | 350 | 0 | +2 | 4 | 342 | 165 | 258 | 198 |
| Middle Atlantic | +63 | +34 | 17 | 3,218 | +18 | -1 | 9 | 1,153 | 70 | 95 | 81 |
| East North Central | +49 | +25 | 17 | 4,430 | -1 | +5 | 12 | 2,683 | 74 | 111 | 83 |
| West North Central | +48 | +31 | 4 | 405 | b | b | b | b | b | b | b |
| South Atlantic | +55 | +28 | 7 | 1,043 | b | b | b | b | b | b | b |
| Pacific | +37 | -11 | 5 | 803 | +23 | -2 | 5 | 1,572 | 196 | 219 | 178 |
| Petroleum | +27 | -12 | 29 | 5,866 | +34 | +13 | 28 | 5,664 | 97 | 92 | 76 |
| Shoes and other footwear | +29 | +43 | 38 | 30,758 | +17 | +3 | 33 | 65,944 | 218 | 239 | 302 |
| Tobacco products | +13 | -14 | 282 | 38,531 | +13 | +5 | 171 | 17,237 | 67 | 66 | 55 |
| New England | +11 | -21 | 22 | 2,695 | +9 | -1 | 11 | 494 | 53 | 57 | 43 |
| Middle Atlantic | +15 | -19 | 56 | 12,484 | +14 | +10 | 38 | 7,526 | 76 | 76 | 57 |
| East North Central | +15 | -14 | 65 | 7,529 | +14 | 0 | 37 | 2,424 | 59 | 60 | 50 |
| West North Central | +5 | -12 | 40 | 4,505 | +6 | +1 | 29 | 2,280 | 67 | 65 | 57 |
| South Atlantic | +8 | -4 | 23 | 4,215 | +17 | +7 | 19 | 2,213 | 61 | 55 | 54 |
| East South Central | +19 | -1 | 14 | 1,502 | +5 | +1 | 7 | 564 | 54 | 62 | 54 |
| West South Central | +5 | -9 | 25 | 1,782 | +27 | +2 | 9 | 522 | 74 | 60 | 64 |
| Mountain | +18 | -2 | 10 | 286 | +18 | +2 | 7 | 162 | 70 | 74 | 67 |
| Pacific | +22 | -6 | 20 | 2,831 | +14 | +8 | 9 | 654 | 53 | 62 | 52 |
| Wines and spirits[d] | +66 | -30 | 269 | 93,618 | +35 | +19 | 209 | 105,561 | 152 | 185 | 84 |
| New England | +101 | -32 | 22 | 4,746 | +38 | +28 | 18 | 5,119 | 169 | 204 | 78 |
| Middle Atlantic | +92 | -39 | 34 | 26,790 | +77 | +37 | 28 | 33,024 | 183 | 106 | 69 |
| East North Central | +66 | -18 | 45 | 13,883 | +23 | +11 | 30 | 12,327 | 128 | 170 | 92 |
| West North Central | +37 | -21 | 29 | 7,391 | +2 | -6 | 22 | 6,797 | 137 | 185 | 115 |
| South Atlantic | +50 | -20 | 33 | 11,123 | +51 | +39 | 30 | 13,909 | 131 | 130 | 77 |
| East South Central | +19 | -31 | 14 | 2,155 | +19 | +14 | 11 | 2,900 | 176 | 180 | 106 |
| West South Central | +21 | -48 | 27 | 5,701 | 0 | +16 | 21 | 8,411 | 165 | 199 | 73 |
| Mountain | +65 | -4 | 8 | 1,744 | +9 | -10 | 7 | 1,295 | 81 | 123 | 87 |
| Pacific | +99 | -17 | 33 | 14,609 | +31 | -1 | 19 | 14,267 | 146 | 241 | 121 |
| Miscellaneous | +37 | +20 | 38 | 8,838 | +6 | +6 | 23 | 6,459 | 105 | 151 | 125 |

NOTE: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

a Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

b Insufficient data to show separately.

c Not affiliated with voluntary or cooperative groups.

d Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central ( -Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

FOR RELEASE
APRIL 5, 1951

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## FEBRUARY 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,109 wholesale establishments in various lines of business.

### SALES

February sales of wholesalers dropped 9 percent below the level of the previous month, but advanced 36 percent over sales a year ago. Cumulative sales for the first two months of 1951 were 45 percent above the corresponding period of 1950.

Regionally, all geographic divisions experienced sales declines below January levels ranging from a drop of 3 percent in the West North Central area to a 13 percent decrease in the Pacific division. Compared with a year ago, however, all regions indicated increased sales. These gains ranged from 20 percent in the West South Central region to 44 percent in the Pacific area.

Most trades covered in this survey reported declines of 3 to 27 percent below January sales, the heaviest drop being experienced by grocery specialty line wholesalers. However, six trades, led by jewelry, indicated gains of 3 to 19 percent over the previous month. Compared with February 1950, all trades experienced increased sales, ranging from 6 percent in beer to a more substantial 88 percent for coal.

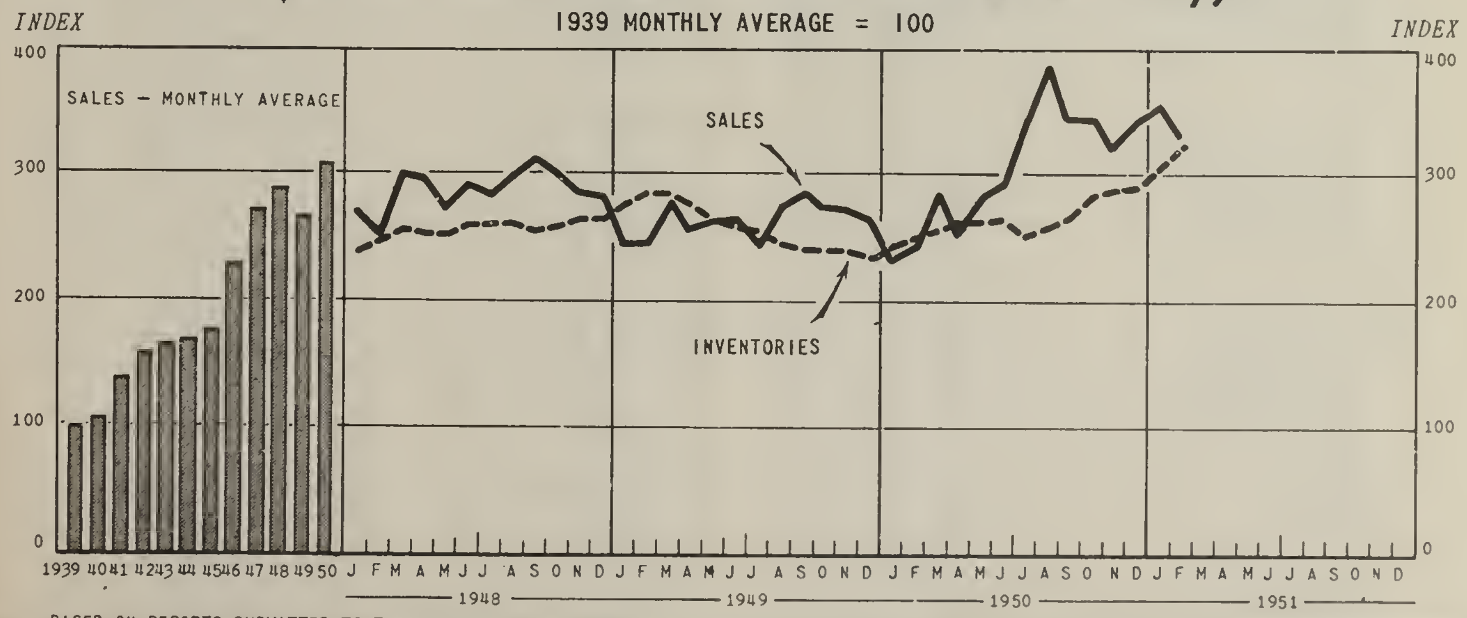
### INVENTORIES

Wholesalers' inventories at the end of February rose 5 percent above the January 31 stock level and were 30 percent above the dollar value of stocks on hand February 28, 1950. All geographic regions followed closely the national trends with increases over both periods. The Middle Atlantic division indicated the largest increase over the previous month, 9 percent, as well as the most substantial gain over a year ago, 49 percent. According to the reports of 3,121 establishments submitting inventories in conjunction with sales, the February stock-sales ratio of 156 was 18 points higher than the previous month but 9 points lower than February a year ago.

### RETAIL

February sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 11 percent below the previous month, but 17 percent above February 1950. Cumulative sales for the first two months of 1951 were 23 percent above the same period a year ago.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES**
**(Service and Limited Function Wholesalers Only)**
1939 MONTHLY AVERAGE = 100



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION FEBRUARY 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1951 panel | | Percent change | | February 1951 panel | | | | |
| | Feb. 1951 from Feb. 1950 | Feb. 1951 from Jan. 1951 | 2 mos. 1951 from 2 mos. 1950[b] | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1951 from Feb. 1950 | Feb. 1951 from Jan. 1951 | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1951 | Feb. 1950 | Jan. 1951 |
| United States, total | +36 | -9 | +45 | 4,109 | 845,119 | +30 | +5 | 3,121 | $1,068,415 | 156 | 165 | 138 |
| New England | +42 | -10 | +52 | 231 | 36,830 | +26 | +4 | 168 | 37,478 | 131 | 153 | 114 |
| Middle Atlantic | +38 | -10 | +49 | 748 | 170,148 | +49 | +9 | 505 | 167,240 | 144 | 134 | 118 |
| East North Central | +39 | -9 | +47 | 823 | 154,885 | +32 | +5 | 654 | 182,336 | 136 | 145 | 119 |
| West North Central | +32 | -3 | +38 | 446 | 112,979 | +27 | +4 | 371 | 166,183 | 178 | 186 | 163 |
| South Atlantic | +34 | -8 | +43 | 517 | 93,983 | +37 | +5 | 398 | 122,451 | 153 | 152 | 136 |
| East South Central | +26 | -11 | +37 | 203 | 32,565 | +30 | +5 | 154 | 46,807 | 170 | 167 | 146 |
| West South Central | +20 | -11 | +29 | 385 | 69,621 | +23 | +5 | 300 | 101,114 | 174 | 170 | 150 |
| Mountain | +32 | -11 | +42 | 171 | 26,546 | +22 | +8 | 123 | 31,956 | 148 | 164 | 129 |
| Pacific | +44 | -13 | +55 | 533 | 111,526 | +24 | +2 | 397 | 136,753 | 159 | 186 | 135 |
| Automotive supplies | +50 | -13 | +65 | 279 | 20,664 | +24 | +3 | 182 | 20,576 | 237 | 292 | 215 |
| New England | +95 | -10 | +101 | 7 | 454 | +20 | -3 | 4 | 448 | 358 | 433 | 266 |
| Middle Atlantic | +70 | -13 | +70 | 41 | 1,387 | +18 | +3 | 36 | 2,422 | 208 | 311 | 176 |
| East North Central | +49 | -10 | +59 | 54 | 4,140 | +43 | +4 | 44 | 6,395 | 207 | 221 | 207 |
| West North Central | +64 | -1 | +72 | 36 | 4,849 | +5 | 0 | 20 | 2,450 | 245 | 346 | 211 |
| South Atlantic | +47 | -19 | +74 | 20 | 3,135 | +19 | +3 | 12 | 1,406 | 281 | 325 | 248 |
| South Central | +41 | -26 | +71 | 12 | 2,499 | +36 | +8 | 6 | 1,348 | 231 | 295 | 199 |
| Mountain | +6 | -29 | +26 | 17 | 715 | +67 | +1 | 6 | 924 | 263 | 234 | 271 |
| Pacific | +46 | -8 | +56 | 75 | 2,726 | +8 | -1 | 39 | 3,131 | 277 | 377 | 228 |
| Electrical group, total | +50 | -8 | +71 | 666 | 174,536 | +44 | +7 | 591 | 188,831 | 117 | 122 | 102 |
| Full-line wholesalers | +53 | -6 | +71 | 425 | 130,259 | +41 | +7 | 417 | 149,985 | 116 | 126 | 103 |
| New England | +69 | -9 | +81 | 31 | 7,926 | +35 | +9 | 31 | 8,769 | 111 | 139 | 93 |
| Middle Atlantic | +54 | -6 | +67 | 60 | 20,647 | +60 | +8 | 58 | 23,901 | 118 | 114 | 102 |
| East North Central | +61 | +3 | +75 | 86 | 30,235 | +39 | +5 | 85 | 29,590 | 98 | 114 | 97 |
| West North Central | +48 | -4 | +66 | 41 | 12,214 | +26 | +12 | 40 | 12,963 | 108 | 127 | 92 |
| South Atlantic | +56 | -8 | +79 | 63 | 17,901 | +48 | +6 | 61 | 21,711 | 125 | 132 | 109 |
| East South Central | +43 | -11 | +68 | 27 | 5,802 | +48 | +4 | 26 | 7,852 | 138 | 133 | 120 |
| West South Central | +31 | -14 | +58 | 47 | 11,564 | +61 | +15 | 47 | 18,095 | 156 | 128 | 117 |
| Mountain | +58 | +2 | +68 | 19 | 4,952 | +20 | +8 | 19 | 5,629 | 114 | 150 | 107 |
| Pacific | +54 | -10 | +73 | 51 | 19,018 | +24 | 0 | 50 | 21,475 | 114 | 141 | 102 |
| Wiring supplies, construction materials distributors | +55 | -10 | +66 | 130 | 10,122 | +37 | +2 | 86 | 9,507 | 138 | 152 | 122 |
| New England | +84 | -7 | +85 | 14 | 810 | +31 | -3 | 5 | 303 | 153 | 193 | 132 |
| Middle Atlantic | +63 | -15 | +73 | 34 | 1,403 | +31 | +8 | 20 | 1,616 | 148 | 184 | 119 |
| East North Central | +79 | -10 | +87 | 29 | 3,399 | +33 | +1 | 22 | 3,028 | 129 | 175 | 117 |
| West North Central | +45 | -11 | +51 | 9 | 1,120 | +33 | +6 | 7 | 1,153 | 173 | 184 | 132 |
| South Atlantic | +5 | -9 | +21 | 18 | 1,603 | +42 | -4 | 13 | 1,538 | 116 | 81 | 109 |
| South Central | +84 | -4 | +96 | 12 | 1,089 | +52 | +3 | 8 | 1,166 | 154 | 216 | 150 |
| Mountain | +35 | -23 | +37 | 5 | 254 | c | c | c | c | c | c | c |
| Pacific | +64 | -11 | +76 | 9 | 444 | +49 | +2 | 8 | 641 | 147 | 162 | 128 |
| Appliances and specialties wholesalers | +36 | -13 | +70 | 111 | 34,155 | +67 | +10 | 88 | 29,339 | 117 | 96 | 90 |
| New England | +63 | -5 | +79 | 8 | 2,515 | +55 | -1 | 6 | 1,411 | 62 | 66 | 59 |
| Middle Atlantic | +39 | -17 | +84 | 25 | 14,242 | +128 | +14 | 12 | 7,402 | 120 | 80 | 76 |
| East North Central | +36 | -14 | +56 | 18 | 3,826 | +40 | +2 | 15 | 3,237 | 88 | 85 | 74 |
| West North Central | +27 | -28 | +77 | 16 | 3,197 | +70 | +20 | 14 | 5,869 | 186 | 139 | 111 |
| South Atlantic | +38 | +10 | +58 | 18 | 4,479 | +38 | +12 | 17 | 4,117 | 103 | 106 | 102 |
| South Central | +11 | +4 | +33 | 9 | 1,879 | +31 | +3 | 8 | 2,430 | 130 | 110 | 131 |
| Mountain | +23 | -24 | +59 | 6 | 794 | +39 | -4 | 5 | 902 | 131 | 112 | 108 |
| Pacific | +29 | -10 | +60 | 11 | 3,223 | +84 | +9 | 11 | 3,971 | 123 | 86 | 102 |
| Furniture and house furnishings | +48 | -3 | +54 | 81 | 18,067 | +21 | -3 | 62 | 23,091 | 144 | 181 | 143 |
| New England | +25 | +5 | +40 | 4 | 775 | c | c | c | c | c | c | c |
| Middle Atlantic | +37 | -8 | +39 | 16 | 3,238 | +16 | +4 | 12 | 4,119 | 163 | 199 | 145 |
| East North Central | +80 | +1 | +76 | 8 | 3,065 | +38 | 0 | 6 | 3,630 | 130 | 176 | 131 |
| West North Central | +62 | +9 | +61 | 11 | 3,037 | +35 | -3 | 11 | 4,757 | 157 | 189 | 175 |
| South Atlantic | -2 | +38 | -1 | 9 | 695 | c | c | c | c | c | c | c |
| South Central | +31 | -12 | +52 | 15 | 2,244 | +11 | -6 | 15 | 3,374 | 150 | 177 | 141 |
| Mountain | +53 | +1 | +57 | 5 | 932 | +9 | -16 | 4 | 1,150 | 134 | 194 | 159 |
| Pacific | +56 | -8 | +66 | 12 | 3,997 | +13 | -8 | 10 | 4,769 | 127 | 171 | 127 |
| Hardware | +58 | -10 | +70 | 161 | 68,963 | +28 | +8 | 134 | 128,856 | 223 | 276 | 186 |
| Middle Atlantic | +74 | -4 | +80 | 37 | 10,251 | +55 | +23 | 31 | 17,747 | 196 | 224 | 155 |
| East North Central | +56 | -11 | +76 | 25 | 13,328 | +43 | +4 | 24 | 27,542 | 211 | 230 | 182 |
| West North Central | +59 | +6 | +62 | 17 | 13,814 | +19 | +5 | 16 | 26,851 | 232 | 304 | 229 |
| South Atlantic | +42 | -19 | +53 | 25 | 6,137 | +21 | 0 | 22 | 12,650 | 223 | 263 | 181 |
| East South Central | +34 | -22 | +56 | 12 | 4,359 | +17 | +6 | 10 | 8,269 | 213 | 248 | 159 |
| West South Central | +34 | -15 | +45 | 15 | 5,842 | +18 | +3 | 9 | 8,040 | 224 | 246 | 177 |
| Mountain | +60 | +5 | +63 | 5 | 1,654 | c | c | c | c | c | c | c |
| Pacific | +87 | -15 | +105 | 17 | 12,147 | +21 | +15 | 13 | 23,329 | 243 | 376 | 181 |
| Industrial supplies | +72 | -10 | +84 | 90 | 13,999 | +13 | -1 | 67 | 18,550 | 169 | 261 | 151 |
| New England | +79 | -8 | +81 | 8 | 671 | -15 | -1 | 7 | 1,278 | 218 | 462 | 203 |
| Middle Atlantic | +93 | -3 | +102 | 18 | 1,819 | +45 | +18 | 11 | 1,324 | 121 | 154 | 98 |
| East North Central | +82 | 0 | +82 | 9 | 1,065 | +24 | +3 | 7 | 765 | 195 | 270 | 174 |
| West North Central | +77 | -11 | +91 | 6 | 645 | +11 | +3 | 5 | 1,005 | 215 | 350 | 183 |
| South Atlantic | +82 | -10 | +80 | 11 | 1,112 | +10 | +2 | 10 | 1,880 | 172 | 288 | 151 |
| South Central | +50 | -12 | +60 | 28 | 5,102 | +20 | -8 | 19 | 7,743 | 197 | 254 | 184 |
| Pacific | +93 | -12 | +123 | 10 | 3,585 | +5 | +4 | 8 | 4,555 | 134 | 246 | 112 |
| Jewelry | +60 | +19 | +67 | 154 | 8,145 | +32 | +9 | 85 | 14,876 | 253 | 302 | 273 |
| New England | +51 | +42 | +53 | 6 | 458 | c | c | c | c | c | c | c |
| Middle Atlantic | +69 | +12 | +74 | 50 | 2,610 | +39 | +12 | 18 | 3,455 | 226 | 259 | 231 |
| East North Central | +44 | +24 | +53 | 37 | 1,885 | +36 | +12 | 21 | 3,966 | 254 | 273 | 273 |
| West North Central | +65 | +34 | +66 | 14 | 1,067 | +21 | +5 | 12 | 2,425 | 248 | 340 | 332 |
| South Atlantic | +45 | +34 | +59 | 5 | 263 | c | c | c | c | c | c | c |
| South Central | +12 | +4 | +25 | 7 | 238 | +7 | +2 | 6 | 909 | 395 | 416 | 409 |
| Pacific | +81 | +11 | +92 | 33 | 1,610 | +35 | +9 | 23 | 3,727 | 266 | 345 | 259 |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | February 1951 panel | | Percent change | | February 1951 panel | | | | |
| | Feb. 1951 from Feb. 1950 | Feb. 1951 from Jan. 1951 | 2 mos. 1951 from 2 mos. 1950[b] | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1951 from Feb. 1950 | Feb. 1951 from Jan. 1951 | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1951 | Feb. 1950 | Jan. 1951 |
| Lumber and building materials | +29 | -12 | +41 | 81 | $12,015 | +33 | +3 | 57 | $13,414 | 156 | 151 | 134 |
| Middle Atlantic | +25 | -16 | +29 | 10 | 2,212 | +2 | -1 | 10 | 997 | 76 | 94 | 65 |
| East North Central | +20 | -21 | +38 | 12 | 998 | +36 | +2 | 8 | 1,140 | 199 | 148 | 159 |
| West North Central | +15 | -16 | +42 | 6 | 717 | c | c | c | c | c | c | c |
| South Atlantic | +22 | -19 | +41 | 10 | 1,407 | +27 | +4 | 9 | 1,405 | 193 | 151 | 131 |
| South Central | +21 | -3 | +26 | 5 | 810 | c | c | c | c | c | c | c |
| Mountain | +31 | -8 | +43 | 7 | 2,142 | +41 | +4 | 6 | 3,487 | 172 | 162 | 159 |
| Pacific | +62 | -5 | +69 | 9 | 1,772 | +45 | -3 | 7 | 1,897 | 127 | 143 | 122 |
| Machinery equipment, supplies (except electrical) | +29 | -5 | +32 | 49 | 8,502 | +3 | +7 | 34 | 12,684 | 182 | 215 | 160 |
| New England | +45 | -4 | +44 | 5 | 512 | +1 | +1 | 4 | 917 | 229 | 329 | 217 |
| Middle Atlantic | +98 | 0 | +93 | 6 | 1,342 | c | c | c | c | c | c | c |
| East North Central | +92 | +14 | +67 | 12 | 1,405 | +41 | +10 | 9 | 1,920 | 165 | 194 | 157 |
| South Atlantic | +40 | -20 | +50 | 6 | 970 | c | c | c | c | c | c | c |
| South Central | -26 | -27 | -17 | 7 | 1,928 | -20 | +8 | 5 | 3,965 | 213 | 196 | 145 |
| Pacific | +109 | -2 | +113 | 9 | 965 | +12 | +5 | 7 | 1,826 | 264 | 522 | 248 |
| Metals | +69 | -8 | +74 | 36 | 11,316 | +7 | +2 | 25 | 8,370 | 104 | 164 | 89 |
| Paints and varnishes | +65 | +4 | +64 | 49 | 6,015 | +30 | +8 | 45 | 17,483 | 296 | 374 | 285 |
| Plumbing and heating supplies | +73 | -3 | +77 | 86 | 14,327 | +54 | +4 | 64 | 22,872 | 185 | 209 | 181 |
| New England | +44 | -21 | +48 | 7 | 339 | c | c | c | c | c | c | c |
| Middle Atlantic | +63 | -17 | +70 | 19 | 1,246 | +17 | +1 | 11 | 1,554 | 180 | 266 | 155 |
| East North Central | +52 | -12 | +62 | 14 | 1,355 | +28 | +7 | 12 | 2,633 | 223 | 261 | 187 |
| West North Central | +63 | -22 | +84 | 10 | 1,133 | +24 | +10 | 8 | 1,692 | 165 | 215 | 118 |
| South Atlantic | +77 | +9 | +76 | 23 | 7,677 | +62 | +3 | 23 | 13,162 | 171 | 187 | 181 |
| Pacific | +89 | -24 | +120 | 4 | 928 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +60 | -7 | +61 | 29 | 1,474 | +26 | +1 | 24 | 3,172 | 259 | 321 | 238 |
| Middle Atlantic | +71 | -8 | +53 | 5 | 282 | c | c | c | c | c | c | c |
| East North Central | +18 | -13 | +18 | 7 | 218 | +37 | +4 | 6 | 897 | 417 | 376 | 352 |
| South Atlantic | +68 | -10 | +61 | 7 | 409 | +22 | +5 | 7 | 970 | 237 | 325 | 203 |
| Pacific | +80 | -4 | +97 | 4 | 187 | +34 | 0 | 4 | 382 | 204 | 274 | 196 |
| Surgical, medical, equipment supplies | +76 | +11 | +66 | 33 | 6,239 | +41 | +3 | 28 | 5,653 | 96 | 125 | 106 |
| Middle Atlantic | +50 | -10 | +53 | 5 | 776 | c | c | c | c | c | c | c |
| East North Central | +140 | +40 | +100 | 8 | 3,458 | +62 | +5 | 7 | 2,206 | 66 | 102 | 89 |
| South Atlantic | +29 | -18 | +44 | 6 | 680 | +41 | +4 | 5 | 966 | 146 | 133 | 116 |
| West South Central | +31 | -13 | +41 | 4 | 448 | +34 | +7 | 4 | 478 | 107 | 104 | 87 |
| Beer | +6 | -7 | +11 | 42 | 1,374 | +12 | -10 | 37 | 743 | 60 | 55 | 62 |
| Middle Atlantic | 0 | -8 | +7 | 9 | 247 | +11 | +2 | 8 | 90 | 37 | 33 | 33 |
| East North Central | +5 | -9 | +11 | 12 | 424 | +8 | -14 | 12 | 215 | 51 | 50 | 54 |
| West North Central | 0 | -7 | +10 | 5 | 92 | +15 | -3 | 4 | 38 | 79 | 66 | 78 |
| South Atlantic | +8 | -11 | +12 | 5 | 297 | -10 | -13 | 4 | 163 | 63 | 74 | 64 |
| Pacific | +20 | +3 | +25 | 5 | 236 | +38 | -13 | 4 | 181 | 92 | 71 | 107 |
| Chemicals, industrial | +68 | -9 | +77 | 14 | 2,991 | +25 | -4 | 8 | 1,280 | 54 | 73 | 50 |
| Clothing and furnishings (except shoes) | +20 | -19 | +44 | 23 | 3,968 | +24 | +8 | 15 | 3,810 | 153 | 158 | 135 |
| Coal | +88 | -13 | +49 | 19 | 4,217 | +218 | -17 | 18 | 3,502 | 84 | 50 | 88 |
| Confectionery | +14 | -3 | +14 | 44 | 1,304 | +18 | -1 | 27 | 915 | 102 | 100 | 105 |
| Middle Atlantic | +34 | +16 | +20 | 9 | 417 | +2 | -5 | 5 | 172 | 61 | 84 | 86 |
| North Central | -10 | -19 | +3 | 8 | 204 | +28 | +5 | 7 | 235 | 135 | 92 | 100 |
| South Atlantic | +11 | -10 | +13 | 12 | 261 | +15 | -4 | 7 | 228 | 127 | 121 | 121 |
| South Central | +14 | -7 | +17 | 11 | 318 | +26 | +1 | 6 | 233 | 115 | 114 | 112 |
| Dairy and poultry products | +28 | -9 | +25 | 25 | 6,332 | +90 | -13 | 18 | 3,009 | 55 | 36 | 56 |
| Drugs and sundries (liquor excluded) | +20 | -15 | +22 | 196 | 56,015 | +22 | +3 | 154 | 85,520 | 193 | 190 | 159 |
| New England | +26 | -13 | +25 | 12 | 2,724 | +18 | +3 | 10 | 3,871 | 180 | 196 | 153 |
| Middle Atlantic | +23 | -11 | +20 | 28 | 10,397 | +23 | +2 | 20 | 11,345 | 176 | 174 | 160 |
| East North Central | +18 | -17 | +25 | 23 | 8,156 | +31 | +4 | 17 | 11,250 | 182 | 165 | 144 |
| West North Central | +12 | -20 | +19 | 19 | 5,655 | +18 | +6 | 17 | 9,716 | 194 | 185 | 146 |
| South Atlantic | +16 | -12 | +20 | 30 | 6,787 | +22 | +7 | 22 | 9,790 | 193 | 187 | 163 |
| East South Central | +13 | -14 | +18 | 16 | 3,305 | +16 | +2 | 12 | 5,107 | 194 | 187 | 163 |
| West South Central | +19 | -12 | +22 | 29 | 7,666 | +21 | +5 | 25 | 14,302 | 217 | 211 | 180 |
| Mountain | +14 | -21 | +21 | 12 | 2,330 | +23 | +3 | 9 | 3,316 | 218 | 211 | 169 |
| Pacific | +33 | -16 | +31 | 21 | 7,809 | +22 | -1 | 18 | 14,621 | 189 | 206 | 160 |
| Dry goods | +32 | -7 | +37 | 179 | 46,796 | +18 | 0 | 139 | 84,843 | 220 | 240 | 206 |
| New England | +50 | -12 | +59 | 9 | 889 | +11 | +15 | 9 | 1,330 | 150 | 203 | 114 |
| Middle Atlantic | +46 | -5 | +50 | 42 | 9,009 | +24 | +4 | 27 | 10,508 | 206 | 239 | 187 |
| East North Central | +12 | -13 | +21 | 17 | 4,628 | +8 | -1 | 17 | 8,775 | 190 | 197 | 168 |
| West North Central | +28 | -6 | +32 | 19 | 15,712 | +24 | -3 | 18 | 38,031 | 242 | 250 | 237 |
| South Atlantic | +40 | -6 | +47 | 27 | 4,843 | +21 | +5 | 21 | 9,388 | 216 | 250 | 191 |
| East South Central | +31 | -17 | +37 | 15 | 1,714 | +12 | +3 | 9 | 3,169 | 247 | 278 | 201 |
| West South Central | +8 | -17 | +22 | 13 | 2,558 | +31 | +11 | 12 | 5,436 | 232 | 188 | 171 |
| Mountain | +30 | +10 | +45 | 5 | 411 | +15 | +9 | 4 | 894 | 240 | 270 | 247 |
| Pacific | +46 | -3 | +42 | 25 | 5,819 | -15 | -12 | 17 | 4,939 | 176 | 305 | 212 |
| Farm supplies | +13 | +17 | +17 | 22 | 5,910 | +30 | +4 | 12 | 1,208 | 63 | 60 | 50 |
| Fresh fruits and vegetables | +7 | -4 | +4 | 67 | 4,688 | +57 | +2 | 43 | 1,177 | 41 | 26 | 39 |
| New England | +6 | -2 | +4 | 9 | 317 | +70 | +1 | 8 | 75 | 34 | 20 | 33 |
| Middle Atlantic | +12 | +7 | +1 | 17 | 893 | +20 | 0 | 9 | 42 | 11 | 8 | 11 |
| East North Central | +12 | -7 | +11 | 14 | 1,148 | -22 | +2 | 7 | 46 | 16 | 19 | 16 |
| West North Central | +2 | -17 | +6 | 7 | 503 | +10 | +2 | 7 | 246 | 49 | 45 | 40 |
| South Atlantic | +17 | +2 | +12 | 6 | 325 | -7 | +11 | 4 | 52 | 23 | 28 | 22 |
| East South Central | +16 | -12 | +20 | 5 | 309 | c | c | c | c | c | c | c |
| Pacific | +3 | -1 | +2 | 6 | 974 | +8 | +4 | 4 | 201 | 22 | 21 | 21 |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION
## FEBRUARY 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales |  |  |  |  | Inventory, end-of-month (at cost) |  |  |  | Stock sales ratios[a] |  |  |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
|  | Percent change |  |  | February 1951 panel |  | Percent change |  | February 1951 panel |  |  |  |  |
|  | Feb. 1951 from Feb. 1950 | Feb. 1951 from Jan. 1951 | 2 mos. 1951 from 2 mos. 1950[b] | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1951 from Feb. 1950 | Feb. 1951 from Jan. 1951 | No. of establishments reporting | Reported dollar values (add 000) | Feb. 1951 | Feb. 1950 | Jan. 1951 |
| Groceries, total | +21 | -15 | +28 | 869 | $131,521 | +22 | +3 | 667 | $153,779 | 154 | 155 | 131 |
| Non-affiliated full-line wholesalers[d] | +17 | -14 | +23 | 572 | 56,115 | +22 | +2 | 470 | 75,550 | 160 | 155 | 138 |
| New England | +8 | -33 | +25 | 6 | 1,150 | +28 | +1 | 4 | 2,777 | 269 | 228 | 174 |
| Middle Atlantic | +12 | -18 | +22 | 20 | 1,979 | +27 | 0 | 11 | 2,388 | 178 | [illegible] | 156 |
| East North Central | +17 | -18 | +27 | 145 | 12,562 | +22 | +6 | 125 | 18,989 | 170 | 164 | 129 |
| West North Central | +6 | -8 | +12 | 65 | 6,065 | +22 | -2 | 55 | 8,774 | 168 | 146 | 163 |
| South Atlantic | +16 | -12 | +22 | 67 | 7,218 | +19 | -3 | 40 | 7,166 | 146 | 143 | 134 |
| East South Central | +26 | -3 | +27 | 40 | 4,635 | +19 | -6 | 34 | 5,419 | 131 | 142 | 137 |
| West South Central | +17 | -11 | +22 | 111 | 12,485 | +21 | +3 | 88 | 15,980 | 165 | 162 | 147 |
| Mountain | +22 | -17 | +26 | 22 | 1,939 | +20 | +17 | 20 | 3,289 | 177 | 179 | 126 |
| Pacific | +23 | -15 | +25 | 96 | 8,082 | +28 | 0 | 93 | 10,768 | 139 | 135 | 119 |
| Voluntary-group wholesalers | +23 | -11 | +28 | 176 | 51,338 | +27 | +4 | 120 | 54,102 | 149 | 150 | 139 |
| New England | +16 | -22 | +36 | 9 | 2,844 | +31 | +8 | 6 | 1,804 | 148 | 135 | 108 |
| Middle Atlantic | +18 | -20 | +30 | 46 | 14,351 | +45 | 0 | 31 | 12,440 | 149 | 131 | 133 |
| East North Central | +28 | -11 | +30 | 48 | 10,330 | +22 | +2 | 33 | 10,242 | 141 | 146 | 127 |
| West North Central | +30 | +12 | +26 | 32 | 11,755 | +25 | +6 | 32 | 19,157 | 163 | 170 | 172 |
| South Atlantic | +21 | -18 | +31 | 11 | 2,368 | +28 | +4 | 7 | 2,010 | 130 | 124 | 101 |
| Pacific | +24 | -17 | +27 | 16 | 4,913 | +29 | +8 | 4 | 2,604 | 119 | 135 | 104 |
| Retailer-cooperative warehouses | +20 | -17 | +27 | 23 | 8,677 | +16 | +2 | 17 | 6,560 | 143 | 145 | 111 |
| Specialty lines wholesalers | +28 | -27 | +45 | 98 | 15,391 | +11 | +9 | 60 | 17,567 | 150 | 179 | 98 |
| New England | +23 | -21 | +23 | 5 | 135 | c | c | c | c | c | c | c |
| Middle Atlantic | +30 | -36 | +49 | 23 | 3,999 | +23 | +16 | 14 | 3,974 | 123 | 134 | 65 |
| East North Central | -2 | -28 | +16 | 11 | 715 | +68 | +32 | 6 | 398 | 110 | 74 | 74 |
| South Atlantic | +20 | -16 | +33 | 27 | 2,150 | +21 | +13 | 16 | 2,221 | 126 | 126 | 94 |
| East South Central | +11 | -26 | +29 | 5 | 511 | c | c | c | c | c | c | c |
| West South Central | +23 | -12 | +29 | 5 | 331 | c | c | c | c | c | c | c |
| Mountain | +51 | -26 | +80 | 4 | 730 | c | c | c | c | c | c | c |
| Pacific | +34 | -25 | +50 | 15 | 6,682 | +2 | 0 | 11 | 9,484 | 190 | 258 | 141 |
| Leather and shoe findings | +36 | -7 | +40 | 26 | 517 | +11 | +3 | 15 | 1,146 | 385 | 404 | 307 |
| Middle Atlantic | +15 | -24 | +23 | 6 | 38 | c | c | c | c | c | c | c |
| East North Central | +42 | -13 | +43 | 5 | 54 | c | c | c | c | c | c | c |
| Pacific | +57 | +3 | +55 | 7 | 326 | c | c | c | c | c | c | c |
| Meats and meat products | +26 | -11 | +33 | 40 | 22,402 | +43 | +5 | 34 | 10,919 | 63 | 55 | 52 |
| Middle Atlantic | +27 | -9 | +33 | 10 | 4,201 | +26 | -2 | 10 | 2,045 | 49 | 49 | 45 |
| East North Central | +20 | -15 | +32 | 12 | 8,797 | +48 | +9 | 11 | 5,969 | 72 | 59 | 56 |
| Pacific | +37 | -8 | +39 | 5 | 4,137 | +61 | +7 | 4 | 875 | 39 | 33 | 30 |
| Paper and its products | +41 | -12 | +47 | 62 | 9,763 | +6 | +1 | 39 | 7,856 | 115 | 148 | 99 |
| New England | +51 | -11 | +56 | 5 | 313 | -1 | 0 | 4 | 341 | 194 | 286 | 165 |
| Middle Atlantic | +57 | -12 | +59 | 18 | 3,188 | +11 | +4 | 10 | 1,536 | 84 | 112 | 73 |
| East North Central | +39 | -12 | +45 | 17 | 3,545 | -2 | -3 | 12 | 2,605 | 83 | 116 | 74 |
| West North Central | +36 | -18 | +42 | 4 | 333 | c | c | c | c | c | c | c |
| South Atlantic | +31 | -20 | +44 | 6 | 711 | c | c | c | c | c | c | c |
| South Central | +10 | -15 | +28 | 5 | 538 | c | c | c | c | c | c | c |
| Pacific | +34 | -4 | +36 | 7 | 1,135 | +20 | +1 | 6 | 2,003 | 223 | 249 | 206 |
| Petroleum | +24 | +3 | +25 | 29 | 6,042 | +45 | -5 | 28 | 5,393 | 89 | 76 | 97 |
| Shoes and other footwear | +40 | +11 | +35 | 38 | 34,243 | +15 | -3 | 34 | 64,259 | 190 | 232 | 219 |
| Tobacco products | +7 | -5 | +10 | 277 | 36,230 | +15 | +1 | 167 | 17,500 | 72 | 68 | 68 |
| New England | +4 | -4 | +8 | 22 | 2,589 | +18 | +9 | 11 | 554 | 62 | 58 | 56 |
| Middle Atlantic | +8 | -5 | +11 | 54 | 11,036 | +8 | 0 | 35 | 6,673 | 80 | 81 | 76 |
| East North Central | +9 | -7 | +12 | 68 | 7,294 | +23 | +1 | 41 | 2,842 | 65 | 58 | 61 |
| West North Central | +9 | -2 | +4 | 39 | 4,452 | +21 | +9 | 28 | 2,463 | 72 | 65 | 66 |
| South Atlantic | +9 | -2 | +8 | 22 | 3,756 | +17 | -3 | 18 | 1,980 | 61 | 57 | 62 |
| East South Central | -3 | -12 | +8 | 14 | 1,329 | +11 | 0 | 7 | 563 | 55 | 52 | 54 |
| West South Central | 0 | -5 | +3 | 21 | 1,458 | +23 | 0 | 5 | 212 | 46 | 35 | 45 |
| Mountain | +30 | +5 | +24 | 10 | 654 | +3 | -2 | 7 | 430 | 71 | 92 | 77 |
| Pacific | +5 | -6 | +14 | 19 | 2,359 | +11 | -4 | 8 | 630 | 72 | 69 | 72 |
| Wines and spirits[e] | +35 | -9 | +49 | 302 | 98,987 | +59 | +13 | 243 | 136,666 | 185 | 148 | 146 |
| New England | +56 | -4 | +74 | 26 | 5,006 | +48 | +3 | 17 | 5,458 | 167 | 184 | 177 |
| Middle Atlantic | +53 | -5 | +70 | 44 | 32,747 | +90 | +16 | 37 | 41,535 | 195 | 141 | 150 |
| East North Central | +39 | -14 | +53 | 46 | 12,693 | +43 | +10 | 33 | 14,705 | 155 | 149 | 125 |
| West North Central | +35 | -8 | +36 | 29 | 9,067 | +42 | +21 | 23 | 12,922 | 212 | 193 | 148 |
| South Atlantic | +30 | -5 | +40 | 40 | 12,281 | +73 | +14 | 37 | 18,627 | 158 | 120 | 133 |
| East South Central | +7 | -16 | +13 | 15 | 2,684 | +41 | +25 | 12 | 5,234 | 242 | 180 | 156 |
| West South Central | +3 | +15 | +8 | 35 | 8,011 | +7 | +10 | 31 | 11,925 | 160 | 154 | 167 |
| Mountain | +31 | -17 | +49 | 9 | 1,795 | +43 | +48 | 9 | 2,820 | 157 | 144 | 88 |
| Pacific | +28 | -23 | +63 | 31 | 9,769 | +80 | 0 | 21 | 14,135 | 220 | 139 | 158 |
| Miscellaneous | +27 | -15 | +32 | 41 | 7,557 | +4 | 0 | 27 | 6,462 | 121 | 161 | 105 |

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

[a] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[b] Includes reports received too late for inclusion in previous monthly trends.

[c] Insufficient data to show separately.

[d] Not affiliated with voluntary or cooperative groups.

[e] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State Control or monopoly distribution at the wholesale level.

States comprising geographic divisions:

New England - (Conn., Mass., Maine, N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

MONTHLY
# WHOLESALE TRADE
REPORT

THE LIBRARY OF THE
MAY 7 1951
UNIVERSITY OF ILLINOIS

FOR RELEASE
MAY 4, 1951

## MARCH 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,182 wholesale establishments in various lines of business.

### SALES

Wholesale dollar sales during March rose 4 percent above February in a gain smaller than the normal seasonal trend. However, March sales jumped 20 percent over those of a year ago. Cumulative sales for the first quarter of 1951 were 35 percent ahead of the corresponding period of 1950.

All geographic divisions experienced sales gains over the previous month and, also, over March 1950. Increases over February levels ranged from a very slight rise in the Middle Atlantic region to a gain of 11 percent reported by the East South Central and Mountain divisions. Compared with a year ago, the most substantial increase, 26 percent, was reported in the East North Central and Mountain regions.

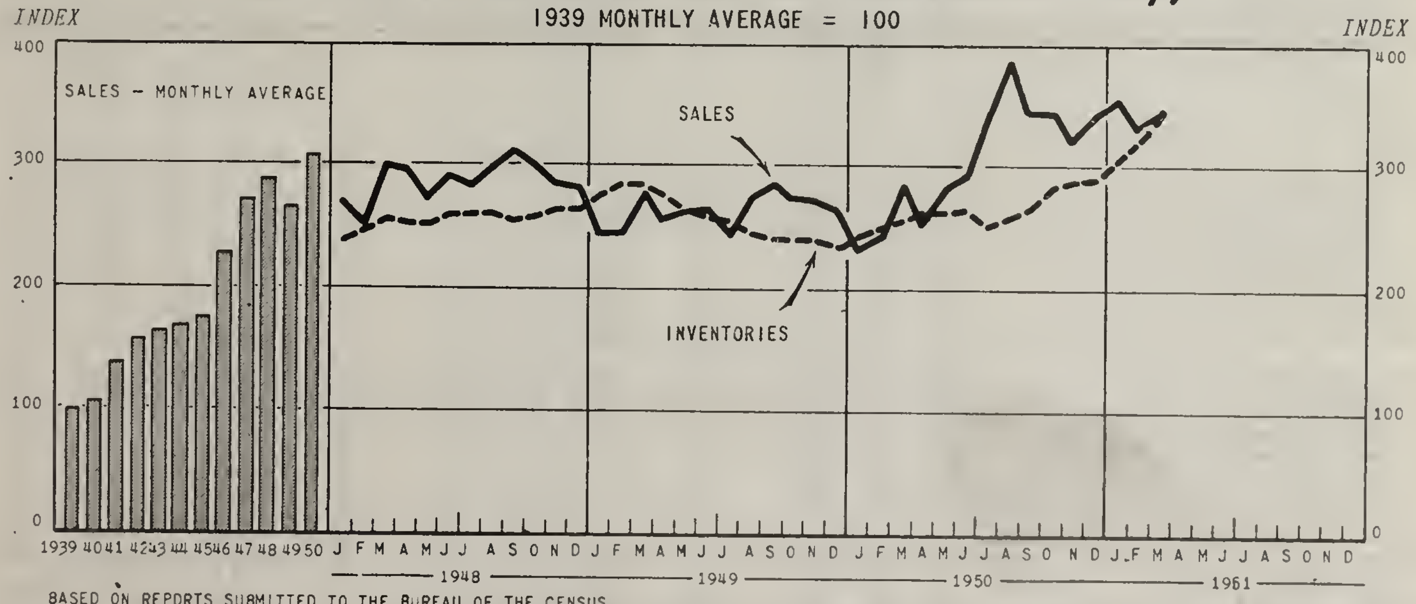
Most trades indicated sales gains over the previous month, the largest increase (36%) being experienced by farm supplies. However, eight trades reported declines, the heaviest drop (13%) shown by wines and spirits. While four trades (coal, grocery specialty lines, wines and spirits and fresh fruits and vegetables) reflected small declines below March a year ago, all trades indicated first quarter 1951 sales in excess of first quarter 1950. Industrial supplies, with an increase of 75 percent, reported the highest quarterly gain.

### INVENTORIES

Wholesalers' inventories at the end of March advanced 7 percent above the February 28 stock level and were 34 percent above the dollar value of stocks on hand March 31, 1950. All regions followed the national trend with increases over both periods. The Middle Atlantic region, while reporting the smallest month-to-month increase (2%), indicated the most substantial gain (44%) over stocks on hand a year ago. According to the reports of 3,199 establishments submitting inventories in conjunction with sales, the March stock-sales ratio of 161 was 4 points higher than the previous month and 15 points above March 1950.

### RETAIL

According to the Bureau's Monthly Retail Trade Report, March sales of independent retail stores increased 15 percent above February and were 10 percent higher than March last year. Cumulative sales for the first quarter were 17 percent above the same period of 1950.



**TRENDS IN WHOLESALERS' SALES AND INVENTORIES**
**(Service and Limited Function Wholesalers Only)**
1939 MONTHLY AVERAGE = 100

BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## MARCH 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1951 panel | | Percent change | | March 1951 panel | | | | |
| | Mar. 1951 from Mar. 1950 | Mar. 1951 from Feb. 1951 | 3 mos. 1951 from 3 mos. 1950[b] | No. of establishments reporting | Reported dollar values (add 000) | Mar. 1951 from Mar. 1950 | Mar. 1951 from Feb. 1951 | No. of establishments reporting | Reported dollar values (add 000) | Mar. 1951 | Mar. 1950 | Feb. 1951 |
| United States, total | +20 | +4 | +35 | 4,182 | $883,749 | +34 | +7 | 3,199 | $1,172,610 | 161 | 146 | 157 |
| New England | +17 | +2 | +39 | 229 | 36,648 | +39 | +11 | 168 | 42,138 | 147 | 125 | 136 |
| Middle Atlantic | +17 | 0 | +37 | 775 | 173,552 | +44 | +2 | 547 | 189,225 | 145 | 118 | 144 |
| East North Central | +26 | +4 | +39 | 832 | 160,732 | +38 | +8 | 662 | 195,781 | 140 | 129 | 134 |
| West North Central | +16 | +2 | +30 | 455 | 114,206 | +30 | +7 | 364 | 175,701 | 190 | 170 | 177 |
| South Atlantic | +20 | +3 | +34 | 539 | 101,779 | +41 | +6 | 414 | 136,883 | 160 | 137 | 154 |
| East South Central | +16 | +11 | +29 | 208 | 35,874 | +34 | +6 | 155 | 49,437 | 165 | 144 | 173 |
| West South Central | +14 | +6 | +24 | 394 | 75,772 | +26 | +10 | 304 | 110,455 | 176 | 161 | 173 |
| Mountain | +26 | +11 | +36 | 169 | 29,200 | +27 | +9 | 137 | 39,697 | 157 | 157 | 159 |
| Pacific | +21 | +6 | +42 | 531 | 117,696 | +32 | +14 | 398 | 157,107 | 169 | 158 | 158 |
| Automotive supplies | +28 | -5 | +51 | 281 | 19,657 | +29 | +6 | 180 | 21,091 | 241 | 257 | 231 |
| New England | +16 | -18 | +67 | 7 | 370 | c | c | c | c | c | c | c |
| Middle Atlantic | +49 | +1 | +62 | 40 | 1,357 | +30 | +8 | 26 | 2,613 | 222 | 255 | 208 |
| East North Central | +19 | -6 | +44 | 54 | 4,049 | +52 | +12 | 44 | 7,265 | 242 | 200 | 200 |
| West North Central | +38 | -6 | +59 | 44 | 4,867 | +6 | +1 | 20 | 3,081 | 245 | 314 | 242 |
| South Atlantic | +23 | -11 | +56 | 18 | 2,702 | +19 | 0 | 11 | 1,220 | 278 | 318 | 282 |
| South Central | +11 | -11 | +48 | 16 | 2,185 | +22 | -6 | 10 | 1,141 | 198 | 238 | 219 |
| Mountain | -1 | -11 | +18 | 18 | 679 | +61 | +7 | 7 | 1,171 | 299 | 280 | 272 |
| Pacific | +45 | +12 | +52 | 75 | 3,145 | +12 | +4 | 41 | 3,464 | 231 | 307 | 273 |
| Electrical group, total | +34 | +5 | +57 | 668 | 181,717 | +55 | +16 | 597 | 219,391 | 129 | 112 | 118 |
| Full-line wholesalers | +41 | +7 | +59 | 428 | 139,923 | +51 | +17 | 421 | 176,423 | 127 | 119 | 116 |
| New England | +34 | +3 | +62 | 31 | 8,178 | +62 | +22 | 31 | 10,681 | 131 | 108 | 111 |
| Middle Atlantic | +42 | +9 | +58 | 59 | 22,248 | +74 | +19 | 58 | 28,438 | 129 | 106 | 118 |
| East North Central | +52 | +4 | +66 | 88 | 32,283 | +53 | +20 | 87 | 36,730 | 114 | 114 | 99 |
| West North Central | +40 | +4 | +56 | 41 | 12,706 | +32 | +13 | 40 | 14,602 | 116 | 125 | 108 |
| South Atlantic | +37 | +5 | +62 | 63 | 18,772 | +62 | +17 | 61 | 25,465 | 140 | 118 | 125 |
| East South Central | +19 | +1 | +49 | 26 | 5,621 | +69 | +15 | 25 | 8,163 | 148 | 104 | 130 |
| West South Central | +19 | +9 | +42 | 47 | 12,579 | +39 | +10 | 47 | 19,916 | 158 | 135 | 156 |
| Mountain | +47 | +9 | +60 | 19 | 5,405 | +35 | +17 | 19 | 6,605 | 122 | 134 | 114 |
| Pacific | +51 | +13 | +65 | 54 | 22,131 | +37 | +17 | 53 | 25,823 | 117 | 129 | 114 |
| Wiring supplies, construction materials distributors | +56 | +16 | +64 | 128 | 11,157 | +48 | +10 | 85 | 10,046 | 130 | 136 | 141 |
| New England | +96 | +3 | +88 | 13 | 768 | +35 | +7 | 4 | 218 | 126 | 171 | 149 |
| Middle Atlantic | +64 | +9 | +73 | 33 | 1,376 | +30 | +5 | 20 | 1,622 | 143 | 187 | 147 |
| East North Central | +74 | +13 | +82 | 28 | 3,712 | +50 | +9 | 21 | 3,150 | 123 | 143 | 130 |
| West North Central | +46 | +12 | +50 | 9 | 1,154 | +41 | +7 | 6 | 926 | 163 | 161 | 170 |
| South Atlantic | +28 | +36 | +24 | 18 | 2,149 | +61 | +20 | 14 | 1,950 | 101 | 80 | 120 |
| South Central | +67 | +18 | +85 | 13 | 1,218 | +53 | +5 | 9 | 1,388 | 168 | 184 | 188 |
| Mountain | -1 | +15 | +21 | 5 | 292 | c | c | c | c | c | c | c |
| Pacific | +57 | +10 | +94 | 9 | 488 | +57 | +10 | 8 | 705 | 147 | 147 | 147 |
| Appliances and specialties wholesalers | +7 | -5 | +47 | 112 | 30,637 | +81 | +11 | 91 | 32,922 | 142 | 79 | 120 |
| New England | -12 | -16 | +67 | 6 | 994 | +66 | +35 | 6 | 1,311 | 132 | 70 | 82 |
| Middle Atlantic | +14 | -6 | +55 | 27 | 13,577 | +154 | +7 | 19 | 10,915 | 144 | 57 | 122 |
| East North Central | +6 | -13 | +38 | 20 | 3,611 | +71 | +17 | 15 | 3,793 | 121 | 72 | 88 |
| West North Central | +3 | -1 | +57 | 14 | 1,696 | +66 | +12 | 11 | 3,737 | 277 | 155 | 236 |
| South Atlantic | +7 | -4 | +37 | 16 | 4,149 | +47 | +11 | 15 | 4,558 | 123 | 88 | 107 |
| South Central | +7 | +10 | +22 | 9 | 2,064 | +44 | +15 | 8 | 2,799 | 136 | 101 | 130 |
| Mountain | +58 | +48 | +61 | 7 | 1,311 | +20 | +24 | 7 | 1,565 | 119 | 158 | 142 |
| Pacific | -15 | -9 | +28 | 13 | 3,185 | +83 | +6 | 10 | 4,244 | 140 | 64 | 120 |
| Furniture and house furnishings | +27 | +8 | +43 | 82 | 19,606 | +24 | +7 | 65 | 25,507 | 146 | 152 | 146 |
| Middle Atlantic | +10 | -1 | +27 | 16 | 3,212 | +20 | +4 | 12 | 4,286 | 175 | 159 | 163 |
| East North Central | +42 | -5 | +62 | 9 | 3,091 | +23 | -1 | 7 | 3,835 | 137 | 160 | 131 |
| West North Central | +24 | +2 | +46 | 12 | 3,110 | +49 | +15 | 12 | 5,461 | 176 | 146 | 157 |
| South Atlantic | 0 | +28 | 0 | 9 | 879 | c | c | c | c | c | c | c |
| South Central | +42 | +26 | +48 | 15 | 2,837 | +2 | +7 | 15 | 3,604 | 127 | 176 | 150 |
| Mountain | +24 | +14 | +44 | 6 | 1,163 | +25 | +6 | 5 | 1,714 | 160 | 162 | 171 |
| Pacific | +35 | +15 | +54 | 12 | 4,600 | +24 | +8 | 10 | 5,146 | 118 | 127 | 127 |
| Hardware | +37 | +9 | +57 | 161 | 74,089 | +24 | +4 | 135 | 134,792 | 212 | 236 | 224 |
| New England | +44 | +5 | +65 | 4 | 687 | +16 | +7 | 4 | 1,926 | 280 | 347 | 277 |
| Middle Atlantic | +48 | +9 | +68 | 37 | 11,135 | +31 | -12 | 30 | 15,173 | 158 | 182 | 194 |
| East North Central | +43 | +10 | +63 | 25 | 14,704 | +35 | +9 | 24 | 30,349 | 213 | 223 | 215 |
| West North Central | +33 | +9 | +50 | 19 | 15,320 | +22 | +8 | 18 | 30,064 | 227 | 251 | 234 |
| South Atlantic | +35 | +9 | +45 | 25 | 6,871 | +10 | -1 | 21 | 12,629 | 202 | 248 | 222 |
| East South Central | +28 | +12 | +45 | 12 | 4,884 | +28 | +11 | 10 | 9,157 | 210 | 216 | 213 |
| West South Central | +18 | +1 | +35 | 15 | 5,902 | +17 | +2 | 9 | 8,189 | 226 | 227 | 224 |
| Mountain | +26 | +32 | +46 | 8 | 2,548 | -1 | +6 | 6 | 2,687 | 219 | 266 | 285 |
| Pacific | +41 | +8 | +79 | 16 | 12,038 | +20 | +3 | 13 | 24,618 | 238 | 278 | 248 |
| Industrial supplies | +59 | +8 | +75 | 88 | 15,228 | +18 | +7 | 64 | 19,676 | 168 | 218 | 169 |
| New England | +48 | +3 | +69 | 7 | 675 | -14 | +2 | 6 | 1,221 | 211 | 361 | 209 |
| Middle Atlantic | +70 | +3 | +88 | 18 | 1,759 | +37 | +10 | 11 | 1,642 | 160 | 188 | 153 |
| East North Central | +70 | +8 | +78 | 7 | 1,076 | +37 | +8 | 5 | 681 | 197 | 200 | 193 |
| West North Central | +44 | +5 | +72 | 8 | 1,114 | +10 | -3 | 7 | 1,566 | 199 | 230 | 184 |
| South Atlantic | +55 | 0 | +72 | 9 | 812 | +20 | +3 | 8 | 1,446 | 181 | 235 | 176 |
| South Central | +52 | +13 | +57 | 29 | 5,833 | +28 | +13 | 19 | 8,753 | 193 | 223 | 197 |
| Pacific | +70 | +8 | +103 | 10 | 3,959 | +8 | +2 | 8 | 4,367 | 119 | 168 | 126 |
| Jewelry | +50 | +16 | +60 | 150 | 8,997 | +52 | +14 | 86 | 16,690 | 251 | 250 | 252 |
| New England | +34 | +7 | +47 | 5 | 349 | c | c | c | c | c | c | c |
| Middle Atlantic | +62 | +20 | +69 | 45 | 3,007 | +90 | +33 | 17 | 4,634 | 241 | 212 | 230 |
| East North Central | +43 | +18 | +50 | 39 | 2,066 | +51 | +1 | 24 | 3,466 | 204 | 190 | 231 |
| West North Central | +51 | +14 | +59 | 14 | 1,129 | +35 | +3 | 11 | 2,273 | 232 | 270 | 246 |
| South Atlantic | +35 | +20 | +45 | 8 | 533 | +62 | +12 | 4 | 1,200 | 272 | 245 | 303 |
| South Central | +27 | +23 | +26 | 7 | 293 | +14 | +16 | 6 | 1,052 | 373 | 419 | 395 |
| Pacific | +53 | +7 | +76 | 29 | 1,596 | +41 | +16 | 20 | 3,993 | 303 | 325 | 266 |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## MARCH 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

| Kind of business and geographic diviaion | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[a] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1951 panel | | Percent change | | March 1951 panel | | | | |
| | Mar. 1951 from Mar. 1950 | Mar. 1951 from Feb. 1951 | 3 mos. 1951 from 3 mos. 1950[b] | No. of estab- lishments report- ing | Reported dollar values (add 000) | Mar. 1951 from Mar. 1950 | Mar. 1951 from Feb. 1951 | No. of estab- lishments report- ing | Reported dollar values (add 000) | Mar. 1951 | Mar. 1950 | Feb. 1951 |
| Lumber and building materials | +37 | +32 | +39 | 81 | $15,939 | +37 | +8 | 58 | $14,553 | 128 | 130 | 156 |
| Middle Atlantic | +29 | +41 | +29 | 18 | 2,978 | +17 | +11 | 10 | 1,104 | 54 | 63 | 76 |
| East North Central | +31 | +42 | +35 | 11 | 1,248 | +22 | +3 | 8 | 1,178 | 127 | 149 | 199 |
| West North Central | +19 | +29 | +32 | 7 | 985 | +19 | +10 | 4 | 369 | 73 | 72 | 70 |
| South Atlantic | +40 | +33 | +40 | 11 | 2,130 | +30 | -4 | 9 | 1,349 | 129 | 129 | 193 |
| South Central | +39 | +55 | +31 | 5 | 1,256 | c | c | c | c | c | c | c |
| Mountain | +67 | +26 | +52 | 7 | 2,701 | +41 | +4 | 6 | 3,644 | 149 | 171 | 172 |
| Pacific | +40 | +19 | +57 | 9 | 2,103 | +61 | +15 | 7 | 2,180 | 125 | 112 | 127 |
| Machinery equipment, supplies (except electrical) | +52 | +19 | +39 | 46 | 9,737 | 0 | 0 | 31 | 11,799 | 150 | 221 | 178 |
| New England | +29 | +10 | +39 | 5 | 563 | +6 | +3 | 4 | 941 | 214 | 267 | 229 |
| Middle Atlantic | +84 | +11 | +93 | 7 | 1,542 | c | c | c | c | c | c | c |
| East North Central | +77 | +18 | +69 | 10 | 1,387 | +38 | +1 | 7 | 1,451 | 134 | 166 | 152 |
| South Atlantic | +22 | +4 | +41 | 6 | 942 | c | c | c | c | c | c | c |
| South Central | +39 | +40 | -2 | 7 | 2,709 | +22 | 0 | 5 | 3,957 | 150 | 269 | 213 |
| Pacific | +87 | +29 | +102 | 7 | 1,118 | +4 | -4 | 5 | 1,367 | 209 | 342 | 241 |
| Metals | +50 | +13 | +66 | 38 | 12,689 | +12 | +5 | 26 | 8,732 | 96 | 131 | 104 |
| Paints and varnishes | +41 | +10 | +54 | 52 | 6,718 | +35 | +3 | 46 | 18,125 | 277 | 290 | 296 |
| Plumbing and heating supplies | +65 | +11 | +72 | 120 | 19,666 | +45 | +9 | 97 | 31,878 | 185 | 213 | 186 |
| New England | +46 | -3 | +47 | 6 | 303 | c | c | c | c | c | c | c |
| Middle Atlantic | +72 | +18 | +71 | 34 | 3,111 | +27 | +8 | 26 | 4,333 | 164 | 230 | 179 |
| East North Central | +29 | -2 | +49 | 15 | 1,434 | +30 | +11 | 13 | 3,334 | 265 | 260 | 234 |
| West North Central | +57 | +10 | +73 | 12 | 1,530 | +43 | +26 | 10 | 2,853 | 206 | 226 | 175 |
| South Atlantic | +68 | +7 | +73 | 38 | 9,863 | +49 | +8 | 38 | 17,187 | 174 | 197 | 172 |
| Pacific | +63 | +29 | +96 | 4 | 1,200 | c | c | c | c | c | c | c |
| Refrigeration equipment, parts (commercial) | +47 | +9 | +59 | 31 | 1,656 | +27 | +6 | 25 | 3,435 | 254 | 294 | 260 |
| Middle Atlantic | +48 | +3 | +51 | 6 | 326 | c | c | c | c | c | c | c |
| East North Central | +23 | +15 | +30 | 7 | 250 | +42 | +6 | 6 | 948 | 384 | 346 | 417 |
| South Atlantic | +48 | +6 | +64 | 7 | 435 | +19 | 0 | 7 | 974 | 224 | 278 | 237 |
| Pacific | +63 | +7 | +83 | 5 | 217 | +21 | +4 | 5 | 461 | 212 | 286 | 219 |
| Surgical, medical, equipment, supplies | +37 | -10 | +55 | 37 | 5,843 | +52 | +9 | 31 | 6,635 | 125 | 115 | 101 |
| Middle Atlantic | +30 | +3 | +47 | 6 | 820 | +61 | +23 | 4 | 689 | 106 | 88 | 86 |
| East North Central | +43 | -27 | +75 | 10 | 2,669 | +66 | +8 | 9 | 2,935 | 115 | 101 | 76 |
| South Atlantic | +40 | +24 | +41 | 6 | 800 | +35 | +5 | 5 | 983 | 126 | 132 | 149 |
| South Central | +24 | +19 | +33 | 6 | 758 | +52 | +11 | 4 | 530 | 101 | 84 | 107 |
| Beer | +4 | +18 | +9 | 45 | 1,731 | +13 | +5 | 38 | 804 | 52 | 47 | 58 |
| Middle Atlantic | +6 | +28 | +6 | 9 | 399 | +10 | -2 | 8 | 111 | 28 | 27 | 37 |
| East North Central | +4 | +15 | +8 | 15 | 530 | +23 | 0 | 14 | 224 | 44 | 37 | 51 |
| West North Central | -7 | +7 | +4 | 5 | 98 | +2 | +34 | 4 | 51 | 111 | 88 | 79 |
| South Atlantic | +6 | +14 | +10 | 5 | 340 | -7 | +5 | 4 | 171 | 58 | 66 | 63 |
| Pacific | +8 | +15 | +18 | 5 | 271 | +26 | +8 | 4 | 196 | 85 | 66 | 92 |
| Chemicals, industrial | +52 | +3 | +68 | 12 | 2,800 | +33 | +11 | 7 | 1,425 | 62 | 73 | 57 |
| Clothing and furnishings (except shoes) | +11 | -11 | +32 | 25 | 3,556 | +18 | -4 | 16 | 3,643 | 148 | 141 | 153 |
| Coal | -1 | -1 | +31 | 18 | 3,632 | +136 | -22 | 17 | 2,688 | 74 | 32 | 95 |
| Confectionery | +8 | +19 | +12 | 42 | 1,335 | +9 | -6 | 25 | 815 | 92 | 94 | 120 |
| Middle Atlantic | +12 | +35 | +17 | 9 | 404 | +4 | -5 | 5 | 163 | 65 | 71 | 104 |
| North Central | -4 | +20 | +1 | 8 | 245 | +31 | +3 | 7 | 243 | 108 | 84 | 135 |
| South Atlantic | +11 | +15 | +12 | 12 | 299 | +11 | +7 | 7 | 245 | 120 | 118 | 127 |
| Eaat South Central | -5 | +10 | +5 | 8 | 173 | +9 | +3 | 4 | 38 | 84 | 83 | 84 |
| Dairy and poultry products | +16 | +7 | +22 | 25 | 6,901 | +69 | -24 | 18 | 2,430 | 39 | 27 | 57 |
| Drugs and sundries (liquor excluded) | +14 | +13 | +19 | 198 | 63,413 | +24 | +4 | 154 | 88,593 | 177 | 165 | 193 |
| New England | +21 | +13 | +24 | 14 | 3,229 | +22 | +4 | 11 | 4,245 | 166 | 167 | 182 |
| Middle Atlantic | +8 | +10 | +16 | 26 | 11,027 | +18 | +1 | 19 | 11,230 | 162 | 156 | 178 |
| East North Central | +21 | +18 | +23 | 26 | 10,567 | +34 | +5 | 20 | 13,030 | 158 | 143 | 177 |
| West North Central | +7 | +13 | +15 | 19 | 6,391 | +18 | 0 | 17 | 10,058 | 179 | 163 | 201 |
| South Atlantic | +7 | +10 | +15 | 32 | 7,906 | +24 | +2 | 24 | 10,811 | 178 | 156 | 194 |
| East South Central | +9 | +16 | +15 | 17 | 3,863 | +17 | +4 | 13 | 5,352 | 171 | 160 | 193 |
| West South Central | +10 | +8 | +17 | 31 | 8,682 | +21 | +2 | 23 | 13,680 | 204 | 185 | 216 |
| Mountain | +14 | +15 | +19 | 12 | 2,630 | +27 | +6 | 9 | 3,759 | 222 | 197 | 240 |
| Pacific | +28 | +17 | +30 | 21 | 9,118 | +31 | +12 | 18 | 16,428 | 181 | 177 | 189 |
| Dry goods | +18 | +1 | +30 | 180 | 47,500 | +26 | +7 | 141 | 92,489 | 230 | 214 | 222 |
| New England | +10 | +9 | +40 | 8 | 855 | +29 | +14 | 7 | 1,314 | 159 | 137 | 151 |
| Middle Atlantic | +32 | 0 | +44 | 49 | 9,935 | +21 | +5 | 34 | 13,464 | 215 | 226 | 206 |
| East North Central | +7 | +7 | +16 | 18 | 5,105 | +20 | +12 | 18 | 10,292 | 202 | 179 | 192 |
| West North Central | +19 | +4 | +28 | 20 | 16,352 | +30 | +4 | 18 | 39,580 | 243 | 224 | 242 |
| South Atlantic | +14 | -1 | +34 | 27 | 4,916 | +35 | +9 | 21 | 10,430 | 236 | 198 | 215 |
| East South Central | +12 | +1 | +25 | 15 | 1,731 | +21 | +7 | 9 | 3,390 | 267 | 241 | 247 |
| West South Central | +11 | +14 | +18 | 13 | 2,874 | +38 | +9 | 13 | 6,669 | 232 | 186 | 243 |
| Mountain | +23 | +9 | +35 | 6 | 542 | +42 | +13 | 5 | 1,649 | 329 | 284 | 317 |
| Pacific | +10 | -13 | +30 | 24 | 5,190 | +2 | +8 | 16 | 5,701 | 205 | 274 | 178 |
| Farm supplies | +14 | +36 | +15 | 21 | 7,977 | +57 | 0 | 11 | 1,175 | 53 | 40 | 63 |
| Fresh fruits and vegetables | -5 | +14 | +1 | 67 | 5,091 | +37 | 0 | 44 | 1,249 | 39 | 26 | 47 |
| New England | -2 | -1 | +3 | 8 | 220 | +45 | +9 | 7 | 81 | 51 | 35 | 48 |
| Middle Atlantic | -15 | +1 | -4 | 18 | 940 | -5 | -17 | 10 | 38 | 8 | 8 | 11 |
| East North Central | +9 | +15 | +10 | 15 | 1,452 | +13 | +2 | 8 | 165 | 36 | 29 | 41 |
| West North Central | -19 | +14 | -4 | 7 | 575 | +16 | +9 | 7 | 268 | 47 | 33 | 49 |
| South Atlantic | +2 | +7 | +8 | 6 | 347 | -18 | -13 | 4 | 45 | 18 | 22 | 23 |
| East South Central | +12 | +10 | +17 | 6 | 347 | c | c | c | c | c | c | c |
| Pacific | 0 | +28 | +1 | 4 | 859 | c | c | c | c | c | c | c |

(Continued on next page)

## WHOLESALERS' SALES AND INVENTORIES, BY KINDS OF BUSINESS AND GEOGRAPHIC DIVISION

## MARCH 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[a] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | March 1951 panel | | Percent change | | March 1951 panel | | | | |
| | Mar. 1951 from Mar. 1950 | Mar. 1951 from Feb. 1951 | 3 mos. 1951 from 3 mos. 1950[b] | No. of estab-lishments report-ing | Reported dollar values (add 000) | Mar. 1951 from Mar. 1950 | Mar. 1951 from Feb. 1951 | No. of estab-lishments report-ing | Reported dollar values (add 000) | Mar. 1951 | Mar. 1950 | Feb. 1951 |
| Groceries, total | +3 | -1 | +19 | 864 | $129,206 | +26 | +5 | 670 | $170,308 | 171 | [illegible] | 159 |
| Nonaffiliated full-line wholesalers[d] | +4 | +2 | +16 | 574 | 57,443 | +25 | +3 | 467 | 78,524 | 165 | 137 | 163 |
| New England | -7 | +6 | +13 | 7 | 1,307 | +48 | +13 | 4 | 3,148 | 289 | [illegible] | 269 |
| Middle Atlantic | -6 | -1 | +11 | 22 | 2,228 | +20 | +3 | 12 | 2,718 | 186 | [illegible] | 176 |
| East North Central | +6 | +1 | +20 | 143 | 12,448 | +23 | -1 | 126 | 18,705 | 165 | 142 | 169 |
| West North Central | +8 | +5 | +10 | 62 | 5,954 | +24 | +3 | 51 | 8,388 | [illegible] | 148 | 172 |
| South Atlantic | +6 | +7 | +16 | 68 | 8,006 | +29 | +5 | 40 | 8,256 | 153 | 124 | 154 |
| East South Central | +4 | +9 | +18 | 42 | 4,938 | +27 | -2 | 32 | 5,602 | 137 | 112 | 152 |
| West South Central | +6 | +3 | +16 | 112 | 12,969 | +21 | 0 | 89 | 16,158 | 161 | 142 | 165 |
| Mountain | +8 | +4 | +20 | 22 | 2,011 | +22 | +2 | 20 | 3,370 | 174 | 156 | 177 |
| Pacific | -3 | -6 | +15 | 96 | 7,582 | +28 | +13 | 93 | 12,179 | 168 | 128 | 139 |
| Voluntary-group wholesalers | +3 | -5 | +19 | 177 | 48,642 | +28 | +7 | 128 | 66,300 | 180 | 143 | 156 |
| New England | 0 | 0 | +23 | 9 | 2,740 | +33 | +6 | 7 | 2,118 | 158 | 126 | 152 |
| Middle Atlantic | -2 | -3 | +18 | 46 | 13,961 | +36 | +8 | 31 | 19,576 | 186 | 133 | 170 |
| East North Central | +7 | -5 | +22 | 48 | 9,801 | +35 | +5 | 34 | 11,185 | 158 | 124 | 143 |
| West North Central | +1 | -16 | +17 | 32 | 9,838 | +29 | +10 | 32 | 21,032 | 214 | 168 | 163 |
| South Atlantic | +3 | +1 | +21 | 13 | 2,783 | +28 | 0 | 7 | 2,014 | 136 | 104 | 130 |
| Pacific | +6 | -1 | +20 | 16 | 4,853 | +20 | +4 | 4 | 2,706 | 140 | 126 | 119 |
| Retailer-cooperative warehouses | +7 | +5 | +20 | 20 | 8,795 | +15 | +3 | 15 | 6,327 | 148 | 129 | 141 |
| Specialty lines wholesalers | -1 | -4 | +28 | 93 | 14,326 | +21 | +8 | 60 | 19,157 | 173 | 144 | 155 |
| New England | +7 | +11 | +16 | 6 | 207 | +8 | +5 | 4 | 137 | 101 | 93 | 102 |
| Middle Atlantic | -5 | -11 | +33 | 19 | 2,875 | +13 | -11 | 11 | 3,417 | 149 | 124 | 143 |
| East North Central | -9 | +17 | +7 | 10 | 735 | +15 | -35 | 5 | 207 | 66 | 61 | 116 |
| South Atlantic | +6 | +6 | +23 | 23 | 2,252 | +25 | -6 | 15 | 2,097 | 114 | 96 | 127 |
| East South Central | 0 | +7 | +17 | 6 | 621 | c | c | c | c | c | c | c |
| West South Central | +6 | +4 | +20 | 5 | 343 | c | c | c | c | c | c | c |
| Mountain | +29 | -9 | +62 | 4 | 661 | c | c | c | c | c | c | c |
| Pacific | -2 | -6 | +30 | 17 | 6,405 | +22 | +22 | 13 | 11,653 | 231 | 189 | 187 |
| Leather and shoe findings | +14 | +6 | +30 | 29 | 590 | +16 | +8 | 15 | 1,239 | 377 | 373 | 380 |
| Middle Atlantic | +8 | +24 | +16 | 7 | 52 | c | c | c | c | c | c | c |
| East North Central | +19 | +19 | +32 | 6 | 94 | c | c | c | c | c | c | c |
| Pacific | +16 | -6 | +40 | 7 | 307 | c | c | c | c | c | c | c |
| Meats and meat products | +17 | +7 | +28 | 41 | 24,036 | +41 | -4 | 35 | 10,511 | 57 | 48 | 62 |
| Middle Atlantic | +19 | -1 | +28 | 10 | 4,142 | +30 | +4 | 10 | 2,129 | 51 | 47 | 49 |
| East North Central | +20 | +7 | +28 | 13 | 9,463 | +49 | -7 | 12 | 5,570 | 63 | 50 | 71 |
| South Atlantic | +12 | +4 | +12 | 4 | 380 | c | c | c | c | c | c | c |
| Pacific | +27 | +11 | +35 | 5 | 4,611 | +60 | -9 | 4 | 796 | 33 | 27 | 39 |
| Paper and its products | +41 | +12 | +45 | 63 | 10,710 | +10 | 0 | 39 | 7,687 | 104 | 130 | 116 |
| New England | +33 | +13 | +47 | 5 | 354 | +10 | +6 | 4 | 361 | 211 | 225 | 194 |
| Middle Atlantic | +44 | +10 | +54 | 17 | 3,123 | +13 | -1 | 9 | 1,228 | 75 | 89 | 84 |
| East North Central | +40 | +12 | +43 | 19 | 4,212 | +2 | +4 | 14 | 2,898 | 76 | 105 | 84 |
| West North Central | +23 | +2 | +36 | 4 | 340 | c | c | c | c | c | c | c |
| South Atlantic | +68 | +20 | +51 | 8 | 1,082 | c | c | c | c | c | c | c |
| South Central | +15 | +10 | +24 | 4 | 457 | c | c | c | c | c | c | c |
| Pacific | +35 | +9 | +36 | 6 | 1,142 | +31 | -3 | 5 | 1,847 | 224 | 222 | 236 |
| Petroleum | +15 | +7 | +21 | 28 | 6,425 | +62 | +7 | 28 | 5,798 | 90 | 64 | 90 |
| Shoes and other footwear | +29 | +7 | +33 | 39 | 36,580 | +14 | 0 | 34 | 63,939 | 176 | 201 | 190 |
| Tobacco products | +4 | +10 | +8 | 294 | 41,040 | +16 | -2 | 177 | 17,212 | 63 | 57 | 71 |
| New England | -1 | +10 | +4 | 25 | 2,897 | +26 | +4 | 14 | 648 | 54 | 47 | 58 |
| Middle Atlantic | +4 | +13 | +8 | 63 | 13,680 | +13 | -6 | 41 | 7,151 | [illegible] | 64 | 83 |
| East North Central | +6 | +9 | +10 | 70 | 8,058 | +24 | +2 | 40 | 2,885 | 62 | 53 | 66 |
| West North Central | +4 | +5 | +5 | 45 | 5,513 | +13 | -3 | 29 | 2,408 | 65 | 60 | 72 |
| South Atlantic | +4 | +12 | +7 | 23 | 3,813 | +23 | +3 | 19 | 1,655 | 51 | 43 | 55 |
| East South Central | +10 | +17 | +8 | 11 | 1,413 | +10 | +1 | 7 | 576 | 48 | 48 | 56 |
| West South Central | +2 | +11 | +2 | 27 | 2,350 | +10 | +3 | 11 | 727 | 59 | 56 | 63 |
| Mountain | +11 | +4 | +16 | 11 | 962 | +20 | +7 | 8 | 698 | 77 | 73 | 75 |
| Pacific | -1 | +8 | +10 | 19 | 2,354 | +20 | +9 | 8 | 464 | 63 | 50 | 62 |
| Wines and spirits[e] | -2 | -13 | +30 | 315 | 90,812 | +59 | +11 | 261 | 161,101 | 215 | 134 | 175 |
| New England | +11 | -7 | +48 | 26 | 5,278 | +53 | 0 | 19 | 6,018 | 169 | 120 | 159 |
| Middle Atlantic | 0 | -18 | +42 | 47 | 27,041 | +59 | -4 | 43 | 44,299 | 200 | 128 | 180 |
| East North Central | +8 | -11 | +37 | 48 | 10,947 | +69 | +8 | 36 | 17,368 | 193 | 123 | 164 |
| West North Central | -19 | -28 | +14 | 34 | 7,098 | +41 | +12 | 29 | 15,654 | 294 | 174 | 196 |
| South Atlantic | +2 | -13 | +23 | 48 | 13,768 | +73 | +5 | 43 | 24,828 | 194 | 113 | 160 |
| East South Central | -5 | -1 | +6 | 18 | 3,084 | +38 | +1 | 15 | 6,088 | 231 | 161 | 233 |
| West South Central | -3 | -7 | +4 | 38 | 8,793 | +42 | +37 | 32 | 17,709 | 232 | 163 | 163 |
| Mountain | +2 | -7 | +30 | 12 | 1,912 | +76 | +20 | 11 | 3,432 | 193 | 112 | 149 |
| Pacific | -7 | +4 | +34 | 39 | 12,295 | +72 | +48 | 28 | 24,374 | 256 | 139 | 188 |
| Miscellaneous | +27 | +17 | +30 | 41 | 8,872 | +9 | +7 | 28 | 7,200 | 112 | 135 | 124 |

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

[a] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[b] Includes reports received too late for inclusion in previous monthly trends.

[c] Insufficient data to show separately.

[d] Not affiliated with voluntary or cooperative groups.

[e] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State Control or monopoly distribution at the wholesale level.

States[1] comprising geographic divisions:

New England - (Conn., Mass., Maine, N. H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich,, Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

[1] South Central--East South Central and West South Central combined.

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331/w

Ref

MONTHLY

# WHOLESALE TRADE REPORT

THE LIBRARY OF THE
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FOR RELEASE
JUNE 1, 1951

APRIL 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from reports submitted to the Bureau of the Census from all parts of the country by 4,096 wholesale establishments in various lines of business.

SALES

April sales of wholesalers dropped 12 percent below the level of the previous month, but rose 18 percent above sales a year ago. However, cumulative sales for the first four months of 1951 were 31 percent ahead of the same period of 1950, reflecting the sales gains of 53, 45, 20 and 18 percent reported for January, February, March and April.

All geographic divisions indicated sales declines below March 1951, but reported gains over April 1950 sales. The Mountain region, which indicated the smallest decrease (6%) below the previous month, experienced the largest increase (26%) over a year ago. On the other hand, the East South Central division, which felt the heaviest drop (13%) below March sales, showed the smallest gain (9%) over April 1950.

Most trades covered in this survey lagged behind previous month sales, with shoes and other footwear showing the most substantial decrease, 33 percent. However, eight trades indicated small increases, mostly seasonal, of 2 to 6 percent. Compared with a year ago, only two trades, coal (-1%) and electrical appliances and specialties (-15%), reported sales declines. All other trades experienced gains over a year ago ranging from a slight (1%) rise in fresh fruits and vegetables to a substantial jump of 81 percent in machinery equipment and supplies.

INVENTORIES

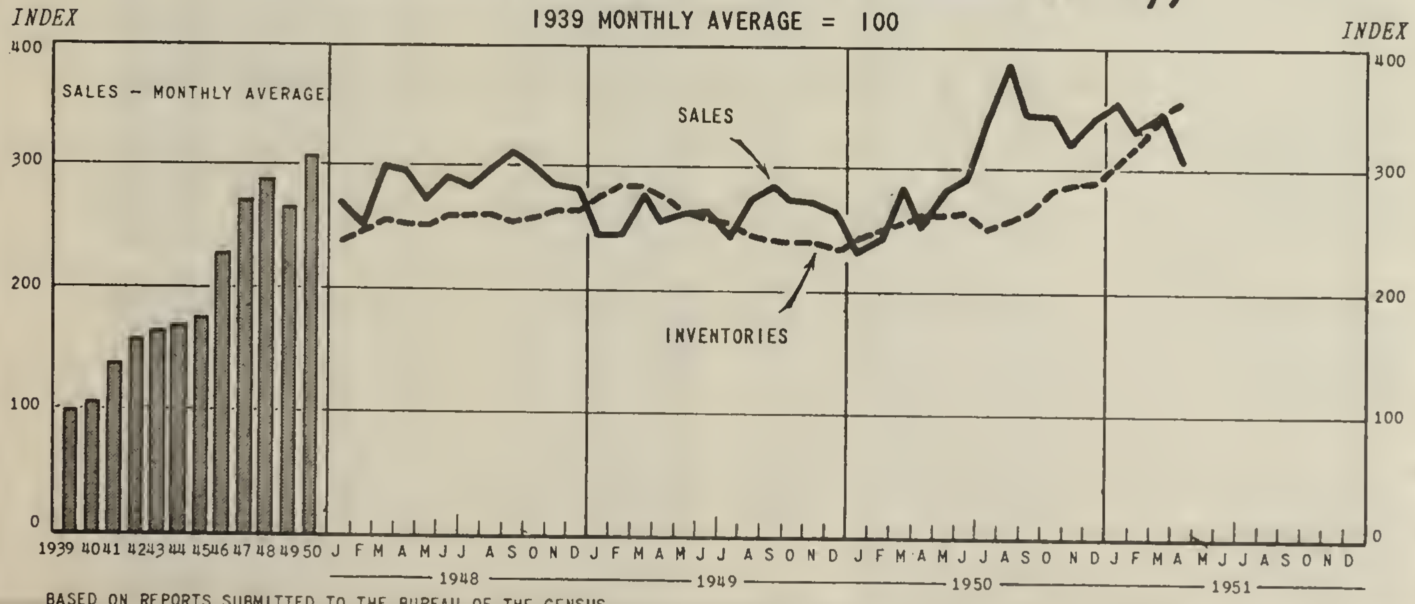
The dollar value of inventories of wholesalers on April 30 rose 3 percent above the previous month, the ninth successive increase since July 1950. Stocks on hand were 36 percent above the April 30, 1950 stock level. All regions followed closely the national trend with increases over both periods. However, 14 trades indicated stocks on hand below the previous month, although all 37 kinds of business covered in this report were at substantially higher inventory levels than a year ago. According to the reports of 3,122 establishments submitting inventories in conjunction with sales, the April stock-sales ratio of 190 was 24 points higher than the previous month and 28 points above April 1950.

RETAIL

According to the Bureau's Monthly Retail Trade Report, April sales of independent retail stores dropped 10 percent below March, but remained at the same level as April of last year. Cumulative sales for the first four months were 13 percent above the same period of 1950.

### TRENDS IN WHOLESALERS' SALES AND INVENTORIES
### (Service and Limited Function Wholesalers Only)

1939 MONTHLY AVERAGE = 100



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION APRIL 1951

(Data are shown by geographic divisions, where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[1] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1951 panel | | Percent change | | April 1951 panel | | | | |
| | Apr. 1951 from Apr. 1950 | Apr. 1951 from Mar. 1951 | 4 mos. 1951 from 4 mos. 1950 | No. of establishments reporting | Reported dollar values (add 000) | Apr. 1951 from Apr. 1950 | Apr. 1951 from Mar. 1951 | No. of establishments reporting | Reported dollar values (add 000) | Apr. 1951 | Apr. 1950 | Mar. 1951 |
| United States, total | +18 | -12 | +31 | 4,096 | $753,673 | +36 | +3 | 3,122 | $1,176,842 | 190 | 166 | 162 |
| New England | +15 | -12 | +34 | 230 | 33,363 | +42 | +4 | 167 | 43,333 | 174 | 141 | 140 |
| Middle Atlantic | +17 | -10 | +32 | 770 | 145,712 | +44 | +2 | 544 | 182,818 | 163 | 137 | 148 |
| East North Central | +22 | -9 | +35 | 801 | 140,130 | +37 | +2 | 630 | 191,095 | 158 | 141 | 140 |
| West North Central | +17 | -12 | +27 | 440 | 98,027 | +32 | +1 | 354 | 173,810 | 215 | 193 | 189 |
| South Atlantic | +15 | -12 | +29 | 517 | 84,932 | +46 | +6 | 399 | 136,299 | 190 | 150 | 159 |
| East South Central | +9 | -13 | +24 | 207 | 29,687 | +45 | +8 | 149 | 50,641 | 211 | 160 | 168 |
| West South Central | +16 | -11 | +22 | 386 | 65,373 | +29 | +3 | 300 | 112,629 | 209 | 188 | 178 |
| Mountain | +26 | -6 | +33 | 166 | 28,167 | +24 | +4 | 133 | 41,762 | 170 | 173 | 154 |
| Pacific | +22 | -11 | +37 | 529 | 100,154 | +37 | +6 | 396 | 164,251 | 208 | 184 | 171 |
| Automotive supplies | +25 | -3 | +44 | 279 | 19,341 | +26 | +2 | 176 | 21,481 | 258 | 265 | 241 |
| New England | +19 | +22 | +51 | 8 | 478 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +52 | -3 | +59 | 40 | 1,322 | +32 | +2 | 36 | 2,665 | 232 | 270 | 222 |
| East North Central | +30 | 0 | +41 | 56 | 4,114 | +47 | +1 | 47 | 7,792 | 260 | 234 | 251 |
| West North Central | +28 | -1 | +51 | 39 | 4,559 | +1 | -2 | 15 | 2,180 | 235 | 313 | 228 |
| South Atlantic | +9 | -13 | +43 | 19 | 2,419 | +21 | +5 | 11 | 1,338 | 341 | 265 | 271 |
| South Central | +4 | -9 | +37 | 17 | 2,035 | +7 | -4 | 11 | 1,194 | 201 | 227 | 199 |
| Mountain | +6 | -1 | +16 | 18 | 959 | +19 | 0 | 7 | 1,168 | 311 | 239 | 299 |
| Pacific | +48 | -3 | +51 | 76 | 3,054 | +15 | +7 | 41 | 3,728 | 275 | 330 | 231 |
| Electrical group, total | +22 | -17 | +48 | 664 | 151,978 | +60 | +16 | 589 | 250,593 | 177 | 137 | 128 |
| Full-line wholesalers | +31 | -14 | +52 | 425 | 119,539 | +60 | +17 | 418 | 205,135 | 174 | 142 | 128 |
| New England | +25 | -13 | +52 | 31 | 6,915 | +70 | +18 | 31 | 12,586 | 182 | 133 | 131 |
| Middle Atlantic | +30 | -11 | +50 | 59 | 19,707 | +98 | +22 | 58 | 34,773 | 179 | 117 | 129 |
| East North Central | +44 | -10 | +61 | 85 | 28,472 | +56 | +13 | 83 | 40,090 | 221 | 132 | 113 |
| West North Central | +25 | -14 | +48 | 41 | 10,965 | +42 | +20 | 41 | 17,995 | 164 | 144 | 118 |
| South Atlantic | +29 | -15 | +53 | 64 | 15,933 | +68 | +17 | 62 | 29,966 | 194 | 150 | 140 |
| East South Central | +4 | -20 | +37 | 26 | 4,506 | +82 | +18 | 25 | 9,642 | 220 | 127 | 148 |
| West South Central | +17 | -17 | +36 | 47 | 10,417 | +48 | +20 | 47 | 23,823 | 229 | 182 | 158 |
| Mountain | +34 | -18 | +54 | 19 | 4,415 | +50 | +16 | 19 | 7,674 | 174 | 155 | 122 |
| Pacific | +37 | -16 | +58 | 53 | 18,209 | +38 | +12 | 52 | 28,586 | 102 | 157 | 119 |
| Wiring supplies, construction materials distributors | +46 | -10 | +59 | 127 | 10,113 | +47 | +6 | 85 | 10,595 | 149 | 147 | 125 |
| New England | +65 | -9 | +82 | 13 | 694 | +44 | +12 | 5 | 357 | 193 | 191 | 136 |
| Middle Atlantic | +39 | -12 | +62 | 34 | 1,289 | +34 | +5 | 21 | 1,732 | 169 | 181 | 143 |
| East North Central | +64 | -12 | +77 | 30 | 3,327 | +46 | +7 | 23 | 3,787 | 157 | 166 | 127 |
| West North Central | +28 | -10 | +47 | 8 | 895 | +39 | +7 | 6 | 936 | 202 | 188 | 175 |
| South Atlantic | +25 | -7 | +24 | 13 | 1,696 | +58 | -1 | 9 | 1,201 | 82 | 63 | 76 |
| South Central | +64 | -1 | +79 | 15 | 1,560 | +57 | +12 | 10 | 1,742 | 161 | 186 | 144 |
| Mountain | -2 | -15 | +15 | 5 | 248 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +35 | -17 | +84 | 9 | 404 | +67 | +7 | 8 | 753 | 190 | 153 | 147 |
| Appliances and specialties wholesalers | -15 | -32 | +31 | 112 | 22,326 | +63 | +11 | 86 | 34,863 | 214 | 112 | 134 |
| New England | -10 | -47 | +60 | 8 | 1,539 | +56 | +25 | 6 | 1,960 | 144 | 82 | 59 |
| Middle Atlantic | -18 | -33 | +35 | 26 | 9,136 | +117 | +8 | 13 | 9,368 | 221 | 85 | 148 |
| East North Central | -14 | -30 | +25 | 17 | 2,594 | +75 | +13 | 12 | 4,181 | 198 | 90 | 120 |
| West North Central | +2 | -19 | +43 | 14 | 1,377 | +70 | +5 | 12 | 4,323 | 324 | 195 | 251 |
| South Atlantic | -21 | -29 | +21 | 18 | 3,025 | +51 | +15 | 17 | 5,447 | 197 | 103 | 123 |
| South Central | -33 | -43 | +8 | 11 | 1,066 | +33 | +23 | 9 | 3,462 | 337 | 167 | 154 |
| Mountain | +22 | -28 | +43 | 7 | 1,185 | +13 | +16 | 7 | 1,848 | 156 | 167 | 98 |
| Pacific | -8 | -18 | +20 | 11 | 2,404 | +43 | +3 | 10 | 4,274 | 187 | 118 | 146 |
| Furniture and house furnishings | +29 | -9 | +39 | 84 | 18,097 | +17 | -2 | 68 | 25,412 | 156 | 176 | 147 |
| New England | +6 | -19 | +27 | 5 | 819 | +28 | +7 | 4 | 1,458 | 183 | 151 | 137 |
| Middle Atlantic | +1 | -25 | +21 | 16 | 2,410 | +22 | +3 | 12 | 4,426 | 234 | 201 | 175 |
| East North Central | +66 | +19 | +63 | 8 | 3,426 | -7 | -18 | 6 | 2,975 | 95 | 175 | 140 |
| West North Central | +51 | +7 | +45 | 13 | 3,437 | +13 | -20 | 13 | 4,532 | 132 | 176 | 176 |
| South Atlantic | +1 | -20 | +2 | 10 | 811 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | +35 | -14 | +45 | 15 | 2,439 | +6 | +10 | 15 | 3,954 | 162 | 208 | 127 |
| Mountain | +33 | -5 | +41 | 5 | 1,014 | +35 | +1 | 5 | 1,730 | 171 | 169 | 160 |
| Pacific | +17 | -19 | +44 | 12 | 3,741 | +36 | +14 | 10 | 5,860 | 167 | 141 | 118 |
| Hardware | +25 | -14 | +50 | 161 | 63,406 | +31 | +6 | 137 | 140,241 | 258 | 246 | 207 |
| New England | +24 | -9 | +52 | 4 | 627 | +19 | +5 | 4 | 2,019 | 322 | 337 | 280 |
| Middle Atlantic | +30 | -14 | +59 | 36 | 9,206 | +35 | +8 | 31 | 16,709 | 202 | 196 | 160 |
| East North Central | +16 | -21 | +51 | 23 | 11,031 | +34 | +3 | 22 | 28,815 | 270 | 233 | 206 |
| West North Central | +30 | -13 | +45 | 20 | 13,332 | +23 | -2 | 19 | 29,699 | 258 | 275 | 228 |
| South Atlantic | +14 | -15 | +37 | 24 | 5,547 | +24 | +10 | 21 | 13,647 | 265 | 246 | 204 |
| East South Central | +11 | -15 | +36 | 12 | 4,149 | +44 | +10 | 10 | 10,103 | 274 | 213 | 210 |
| West South Central | +16 | -12 | +30 | 15 | 5,210 | +34 | +9 | 9 | 8,909 | 279 | 236 | 226 |
| Mountain | +35 | -4 | +42 | 9 | 2,685 | +9 | +12 | 6 | 3,023 | 274 | 320 | 219 |
| Pacific | +39 | -11 | +72 | 18 | 11,619 | +38 | +14 | 15 | 27,317 | 269 | 272 | 213 |
| Industrial supplies | +53 | -5 | +69 | 82 | 10,569 | +29 | +7 | 59 | 14,356 | 192 | 223 | 170 |
| New England | +70 | +5 | +77 | 5 | 358 | +12 | +2 | 5 | 953 | 266 | 405 | 273 |
| Middle Atlantic | +73 | +1 | +83 | 20 | 2,027 | +40 | +3 | 13 | 1,866 | 144 | 173 | 141 |
| East North Central | +76 | -4 | +81 | 8 | 1,037 | +36 | +3 | 6 | 616 | 186 | 197 | 172 |
| West North Central | +51 | -3 | +67 | 7 | 989 | +31 | +12 | 5 | 1,069 | 169 | 170 | 156 |
| South Atlantic | +24 | -14 | +57 | 12 | 977 | +24 | +4 | 10 | 2,048 | 216 | 219 | 177 |
| South Central | +40 | -8 | +57 | 24 | 4,278 | +27 | +5 | 15 | 6,186 | 200 | 413 | 170 |
| Pacific | +112 | +1 | +104 | 6 | 903 | +39 | +19 | 5 | 1,618 | 197 | 317 | 167 |
| Jewelry | +15 | -30 | +49 | 156 | 6,464 | +44 | -3 | 88 | 16,871 | 367 | 277 | 257 |
| New England | +16 | -33 | +38 | 6 | 321 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +31 | -31 | +63 | 50 | 2,029 | +53 | -16 | 21 | 3,792 | 319 | 245 | 240 |
| East North Central | +9 | -30 | +38 | 40 | 1,648 | +36 | -1 | 23 | 4,313 | 318 | 255 | 239 |
| West North Central | +19 | -23 | +48 | 14 | 874 | +34 | +5 | 12 | 2,492 | 341 | 297 | 239 |
| South Atlantic | +16 | -29 | +38 | 6 | 336 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -14 | -15 | +18 | 6 | 120 | +65 | +16 | 5 | 645 | 581 | 301 | 427 |
| Pacific | +1 | -35 | +55 | 31 | 1,120 | +42 | -1 | 19 | 4,063 | 491 | 316 | 291 |

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(Continued on next page)

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## APRIL 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[1] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1951 panel | | Percent change | | April 1951 panel | | | | |
| | Apr. 1951 from Apr. 1950 | Apr. 1951 from Mar. 1951 | 4 mos. 1951 from 4 mos. 1950[2] | No. of establishments reporting | Reported dollar values (add 000) | Apr. 1951 from Apr. 1950 | Apr. 1951 from Mar. 1951 | No. of establishments reporting | Reported dollar values (add 000) | Apr. 1951 | Apr. 1950 | Mar. 1951 |
| Lumber and building materials | +22 | -1 | +34 | 79 | $15,354 | +36 | +2 | 57 | $14,819 | 133 | 117 | 129 |
| Middle Atlantic | +16 | +18 | +25 | 18 | 3,636 | +20 | +5 | 10 | 1,154 | 45 | 44 | 54 |
| East North Central | +19 | +2 | +32 | 11 | 1,277 | +32 | -5 | 8 | 1,127 | 132 | 113 | 127 |
| West North Central | +1 | -14 | +22 | 7 | 844 | +18 | +3 | 4 | 380 | 78 | 58 | 73 |
| South Atlantic | +30 | -2 | +37 | 11 | 2,095 | +24 | +3 | 9 | 1,393 | 136 | 135 | 129 |
| South Central | +26 | -11 | +30 | 5 | 1,116 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | +30 | -2 | +45 | 7 | 2,640 | +37 | +3 | 6 | 3,747 | 156 | 146 | 149 |
| Pacific | +52 | -4 | +56 | 7 | 1,580 | +61 | -1 | 6 | 2,063 | 132 | 124 | 129 |
| Machinery equipment, supplies (except electrical) | +81 | +2 | +49 | 48 | 10,072 | +4 | +3 | 35 | 13,417 | 150 | 260 | 148 |
| New England | +39 | -2 | +39 | 5 | 551 | +11 | +5 | 4 | 985 | 237 | 307 | 214 |
| Middle Atlantic | +76 | -5 | +89 | 8 | 1,505 | +29 | 0 | 5 | 1,834 | 131 | 182 | 126 |
| East North Central | +65 | -12 | +68 | 10 | 1,387 | +33 | +1 | 8 | 1,696 | 156 | 165 | 130 |
| South Atlantic | +12 | -9 | +37 | 4 | 725 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | +99 | +15 | +11 | 7 | 2,315 | -21 | +1 | 5 | 4,012 | 179 | 450 | 150 |
| Pacific | +113 | +18 | +102 | 9 | 1,416 | +8 | +1 | 7 | 1,725 | 174 | 382 | 231 |
| Metals | +44 | -2 | +58 | 43 | 12,952 | +8 | +3 | 38 | 14,578 | 119 | 156 | 113 |
| Paints and varnishes | +25 | +4 | +45 | 52 | 7,016 | +32 | +2 | 46 | 18,404 | 269 | 256 | 277 |
| Plumbing and heating supplies | +56 | +2 | +67 | 122 | 19,029 | +70 | +8 | 99 | 33,773 | 203 | 186 | 193 |
| New England | +14 | -12 | +39 | 6 | 266 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +48 | -11 | +63 | 35 | 3,131 | +33 | +7 | 27 | 5,110 | 189 | 210 | 158 |
| East North Central | +75 | +27 | +55 | 17 | 2,058 | +33 | +3 | 15 | 3,796 | 200 | 275 | 254 |
| West North Central | +45 | +2 | +64 | 11 | 1,502 | +59 | +6 | 9 | 2,934 | 211 | 196 | 210 |
| South Atlantic | +52 | +2 | +67 | 37 | 8,599 | +96 | +11 | 37 | 17,368 | 202 | 157 | 185 |
| Pacific | +104 | +7 | +97 | 5 | 1,477 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | +22 | -10 | +47 | 31 | 1,422 | +25 | +5 | 22 | 3,227 | 310 | 297 | 258 |
| Middle Atlantic | +15 | -12 | +41 | 6 | 286 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | +4 | -8 | +24 | 5 | 194 | +18 | +2 | 5 | 860 | 443 | 389 | 400 |
| South Atlantic | +37 | -11 | +58 | 6 | 331 | +21 | +1 | 6 | 844 | 255 | 289 | 226 |
| Pacific | +25 | -11 | +54 | 8 | 217 | +26 | +16 | 4 | 395 | 335 | 314 | 219 |
| Surgical, medical, equipment, supplies | +40 | -9 | +50 | 36 | 5,233 | +50 | +4 | 31 | 6,808 | 141 | 136 | 124 |
| Middle Atlantic | +46 | -4 | +47 | 6 | 830 | +71 | +6 | 5 | 923 | 121 | 107 | 111 |
| East North Central | +46 | -7 | +68 | 11 | 2,340 | +53 | -1 | 8 | 2,610 | 118 | 115 | 110 |
| South Atlantic | +49 | -19 | +42 | 5 | 617 | +49 | +11 | 4 | 983 | 163 | 164 | 120 |
| South Central | +18 | -14 | +30 | 6 | 654 | +49 | +7 | 4 | 566 | 126 | 105 | 101 |
| Pacific | +56 | -2 | +39 | 4 | 361 | +68 | +10 | 4 | 586 | 162 | 151 | 146 |
| Beer | +12 | +4 | +9 | 42 | 1,767 | +13 | +10 | 36 | 876 | 55 | 54 | 52 |
| Middle Atlantic | +6 | -5 | +6 | 9 | 371 | +12 | +2 | 8 | 113 | 31 | 29 | 29 |
| East North Central | +9 | 0 | +8 | 13 | 515 | +15 | +7 | 12 | 232 | 47 | 44 | 44 |
| West North Central | +2 | +14 | +3 | 5 | 112 | +15 | +20 | 4 | 61 | 120 | 95 | 111 |
| South Atlantic | +11 | +5 | +10 | 5 | 356 | +5 | +125 | 4 | 213 | 69 | 74 | 58 |
| Pacific | +34 | +15 | +22 | 5 | 313 | +22 | +8 | 4 | 212 | 79 | 78 | 85 |
| Chemicals, industrial | +61 | +3 | +63 | 15 | 3,276 | +38 | +3 | 10 | 1,630 | 60 | 72 | 62 |
| Clothing and furnishings (except shoes) | +13 | -15 | +28 | 23 | 2,332 | +28 | +1 | 14 | 2,277 | 200 | 158 | 135 |
| Coal | -1 | -15 | +23 | 18 | 3,089 | +40 | -2 | 17 | 2,623 | 86 | 61 | 74 |
| Confectionery | +8 | -6 | +11 | 42 | 1,304 | +13 | +7 | 26 | 900 | 100 | 97 | 89 |
| Middle Atlantic | +14 | -6 | +17 | 8 | 316 | -8 | -9 | 4 | 95 | 52 | 70 | 58 |
| North Central | +7 | +1 | +3 | 8 | 247 | +26 | +10 | 7 | 268 | 119 | 103 | 108 |
| South Atlantic | +10 | -14 | +12 | 11 | 249 | +10 | 0 | 6 | 226 | 139 | 138 | 117 |
| South Central | +6 | -6 | +12 | 11 | 391 | +19 | +20 | 7 | 265 | 98 | 88 | 77 |
| Dairy and poultry products | +6 | +3 | +19 | 23 | 4,023 | +32 | +4 | 17 | 1,090 | 35 | 26 | 32 |
| Drugs and sundries (liquor excluded) | +22 | -12 | +20 | 188 | 54,215 | +23 | -1 | 149 | 86,437 | 199 | 198 | 177 |
| New England | +12 | -16 | +21 | 12 | 2,583 | +24 | +1 | 10 | 4,069 | 199 | 184 | 165 |
| Middle Atlantic | +19 | -12 | +17 | 25 | 9,532 | +16 | -3 | 18 | 10,722 | 182 | 193 | 164 |
| East North Central | +25 | -12 | +24 | 24 | 8,727 | +32 | -1 | 19 | 12,243 | 177 | 168 | 158 |
| West North Central | +17 | -8 | +15 | 17 | 5,502 | +15 | -2 | 15 | 8,808 | 184 | 187 | 172 |
| South Atlantic | +24 | -8 | +17 | 32 | 7,244 | +20 | -1 | 24 | 10,656 | 196 | 203 | 177 |
| East South Central | +18 | -11 | +16 | 17 | 3,428 | +16 | +1 | 13 | 5,423 | 196 | 199 | 171 |
| West South Central | +23 | -9 | +19 | 29 | 7,335 | +22 | -1 | 22 | 12,866 | 222 | 225 | 205 |
| Mountain | +24 | -11 | +20 | 12 | 2,332 | +26 | +2 | 10 | 5,235 | 233 | 228 | 203 |
| Pacific | +25 | -17 | +28 | 20 | 7,532 | +32 | 0 | 18 | 16,415 | 220 | 208 | 182 |
| Dry goods | +17 | -22 | +27 | 179 | 36,841 | +33 | +5 | 140 | 97,741 | 311 | 275 | 232 |
| New England | +9 | -20 | +32 | 8 | 680 | +29 | +2 | 7 | 1,346 | 205 | 176 | 159 |
| Middle Atlantic | +39 | -19 | +42 | 47 | 7,482 | +19 | +3 | 32 | 12,948 | 258 | 313 | 225 |
| East North Central | +3 | -22 | +13 | 17 | 3,876 | +36 | +8 | 17 | 10,585 | 273 | 206 | 197 |
| West North Central | +24 | -22 | +27 | 19 | 12,644 | +41 | +6 | 17 | 41,672 | 331 | 294 | 243 |
| South Atlantic | +9 | -27 | +28 | 26 | 3,575 | +46 | +6 | 20 | 11,008 | 347 | 254 | 236 |
| East South Central | +6 | -28 | +21 | 15 | 1,243 | +29 | +4 | 9 | 3,534 | 385 | 323 | 267 |
| West South Central | +7 | -28 | +16 | 15 | 2,386 | +31 | -6 | 15 | 7,497 | 314 | 257 | 244 |
| Mountain | +24 | -10 | +32 | 6 | 486 | +47 | +4 | 5 | 1,723 | 392 | 334 | 329 |
| Pacific | +1 | -19 | +23 | 26 | 4,469 | +6 | +10 | 18 | 7,428 | 312 | 298 | 216 |
| Farm supplies | +13 | -30 | +15 | 21 | 5,586 | +60 | -9 | 10 | 1,008 | 59 | 42 | 67 |
| Fresh fruits and vegetables | +1 | +6 | +1 | 68 | 5,814 | +38 | -3 | 44 | 1,119 | 31 | 22 | 33 |
| New England | +5 | +10 | +4 | 8 | 347 | +39 | -10 | 7 | 57 | 23 | 17 | 30 |
| Middle Atlantic | -1 | +17 | -3 | 19 | 1,151 | -17 | -2 | 11 | 40 | 8 | 9 | 8 |
| East North Central | +8 | +10 | +10 | 13 | 1,444 | -44 | -14 | 7 | 37 | 11 | 19 | 13 |
| West North Central | -10 | +8 | -6 | 7 | 622 | +20 | -12 | 7 | 237 | 38 | 29 | 47 |
| South Atlantic | +16 | +4 | +10 | 6 | 362 | -39 | -18 | 4 | 37 | 14 | 27 | 18 |
| East South Central | +4 | -5 | +14 | 6 | 329 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +7 | -3 | +2 | 6 | 1,202 | 0 | +9 | 4 | 177 | 16 | 17 | 14 |

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# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
# APRIL 1951

(Data are shown by geographic divisions where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[1] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | April 1951 panel | | Percent change | | April 1951 panel | | | | |
| | Apr. 1951 from Apr. 1950 | Apr. 1951 from Mar. 1951 | 4 mos. 1951 from 4 mos. 1950[2] | No. of establishments reporting | Reported dollar values (add 000) | Apr. 1951 from Apr. 1950 | Apr. 1951 from Mar. 1951 | No. of establishments reporting | Reported dollar values (add 000) | Apr. 1951 | Apr. 1950 | Mar. 1951 |
| Groceries, total | +10 | -5 | +17 | 841 | $116,602 | +24 | -4 | 650 | $159,368 | 175 | 155 | 173 |
| Nonaffiliated full-line wholesalers[3] | +9 | -6 | +14 | 563 | 53,010 | +25 | -3 | 453 | 74,833 | 173 | 152 | 168 |
| New England | +12 | +6 | +13 | 7 | 1,389 | +42 | -3 | 4 | 3,062 | 259 | 206 | 289 |
| Middle Atlantic | +7 | +1 | +10 | 21 | 1,768 | +21 | -4 | 11 | 2,164 | 193 | 172 | 205 |
| East North Central | +11 | -9 | +18 | 138 | 11,050 | +26 | -5 | 119 | 17,420 | 178 | 158 | 170 |
| West North Central | +13 | -7 | +11 | 62 | 5,488 | +26 | -3 | 52 | 8,150 | 176 | 159 | 169 |
| South Atlantic | +9 | -6 | +14 | 65 | 7,360 | +24 | -4 | 38 | 7,869 | 158 | 136 | 155 |
| East South Central | +3 | -10 | +15 | 38 | 4,015 | +33 | +1 | 26 | 4,678 | 157 | 123 | 140 |
| West South Central | +9 | -6 | +14 | 112 | 12,226 | +20 | -3 | 89 | 15,843 | 167 | 151 | 162 |
| Mountain | +14 | -6 | +18 | 24 | 2,121 | +25 | -3 | 21 | 3,568 | 180 | 165 | 175 |
| Pacific | +8 | 0 | +13 | 96 | 7,593 | +23 | -1 | 93 | 12,079 | 168 | 146 | 168 |
| Voluntary-group wholesalers | +11 | -5 | +17 | 164 | 41,242 | +25 | -4 | 123 | 60,216 | 186 | 164 | 184 |
| New England | +8 | -7 | +20 | 7 | 2,364 | +25 | -7 | 6 | 1,775 | 147 | 141 | 154 |
| Middle Atlantic | +11 | -5 | +17 | 44 | 11,125 | +32 | -6 | 29 | 15,893 | 206 | 170 | 204 |
| East North Central | +17 | -2 | +21 | 44 | 8,474 | +26 | -10 | 31 | 8,627 | 136 | 126 | 153 |
| West North Central | -2 | -11 | +12 | 32 | 8,759 | +27 | -1 | 32 | 21,414 | 244 | 189 | 219 |
| South Atlantic | +7 | -8 | +18 | 12 | 2,409 | +19 | -5 | 7 | 1,970 | 137 | 121 | 137 |
| Pacific | +22 | +4 | +20 | 11 | 3,271 | +27 | +5 | 4 | 2,854 | 139 | 141 | 139 |
| Retailer-cooperative warehouses | +15 | -6 | +19 | 22 | 8,483 | +16 | -4 | 17 | 6,508 | 142 | 137 | 150 |
| Specialty lines wholesalers | +8 | -5 | +23 | 92 | 13,867 | +20 | -6 | 57 | 17,811 | 167 | 153 | 170 |
| New England | +9 | -11 | +7 | 5 | 129 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +6 | +1 | +25 | 22 | 3,600 | +6 | -5 | 12 | 3,308 | 118 | 116 | 127 |
| East North Central | +5 | -12 | +6 | 11 | 726 | +27 | 0 | 5 | 283 | 86 | 79 | 71 |
| South Atlantic | +23 | -4 | +23 | 21 | 1,918 | +39 | +1 | 14 | 1,984 | 122 | 109 | 118 |
| East South Central | +15 | +2 | +17 | 5 | 542 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | +22 | +3 | +21 | 5 | 355 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | +32 | +4 | +54 | 4 | 686 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +2 | -9 | +23 | 16 | 5,692 | +23 | -6 | 12 | 10,832 | 245 | 205 | 235 |
| Leather and shoe findings | +27 | +5 | +29 | 28 | 579 | +26 | +8 | 15 | 1,335 | 413 | 402 | 377 |
| Middle Atlantic | +15 | +10 | +16 | 6 | 46 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | +23 | +2 | +30 | 5 | 65 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West North Central | +26 | -2 | +10 | 4 | 58 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +36 | +8 | +39 | 7 | 333 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Meats and meat products | [illegible] | -4 | +26 | 40 | 22,924 | +51 | +9 | 34 | 11,217 | 64 | 51 | 56 |
| Middle Atlantic | [illegible] | +1 | +27 | 10 | 4,177 | +29 | +2 | 10 | 2,123 | 51 | 49 | 50 |
| East North Central | [illegible] | -2 | +25 | 12 | 9,061 | +69 | +19 | 11 | 6,390 | 75 | 52 | 62 |
| South Atlantic | +8 | -1 | +11 | 4 | 377 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +48 | -3 | +38 | 5 | 4,489 | +29 | -11 | 4 | 708 | 33 | 34 | 33 |
| Paper and its products | +41 | -10 | +44 | 62 | 9,863 | +11 | +6 | 38 | 8,306 | 119 | 149 | 104 |
| New England | +48 | -6 | +47 | 5 | 333 | +9 | +1 | 4 | 363 | 210 | 252 | 211 |
| Middle Atlantic | +55 | -12 | +53 | 18 | 3,051 | -3 | -1 | 10 | 1,505 | 82 | 131 | 76 |
| East North Central | +36 | -10 | +41 | 17 | 3,642 | +4 | +2 | 12 | 2,825 | 87 | 114 | 76 |
| West North Central | +37 | +2 | +36 | 4 | 348 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +39 | -16 | +48 | 7 | 860 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | +32 | -5 | +25 | 5 | 533 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +26 | -4 | +32 | 6 | 1,096 | +36 | +16 | 5 | 2,145 | 263 | 232 | 224 |
| Petroleum | +14 | -11 | +19 | 29 | 5,736 | +33 | -11 | 28 | 5,161 | 90 | 77 | 90 |
| Shoes and other footwear | +19 | -33 | +30 | 38 | 23,989 | +20 | +7 | 33 | 67,557 | 284 | 284 | 178 |
| Tobacco products | +5 | -4 | +7 | 282 | 38,297 | +19 | -3 | 163 | 15,496 | 63 | 56 | 62 |
| New England | 0 | -2 | +3 | 25 | 2,831 | +23 | 0 | 13 | 596 | 59 | 48 | 54 |
| Middle Atlantic | +5 | -4 | +8 | 60 | 13,038 | +24 | -3 | 37 | 6,252 | 67 | 56 | 65 |
| East North Central | +8 | -4 | +9 | 69 | 7,142 | +13 | -4 | 37 | 2,214 | 61 | 59 | 61 |
| West North Central | +8 | -4 | +6 | 40 | 4,546 | +17 | -8 | 27 | 2,164 | 63 | 59 | 65 |
| South Atlantic | +6 | -6 | +7 | 22 | 3,659 | +19 | -4 | 18 | 1,587 | 51 | 45 | 49 |
| East South Central | +8 | -12 | +8 | 14 | 1,430 | +9 | -4 | 8 | 614 | 52 | 52 | 48 |
| West South Central | -5 | -9 | 0 | 23 | 1,962 | +17 | -2 | 7 | 592 | 65 | 48 | 59 |
| Mountain | +7 | -3 | +13 | 10 | 994 | -9 | -6 | 8 | 665 | 79 | 98 | 81 |
| Pacific | +12 | -1 | +11 | 19 | 2,695 | +48 | +15 | 8 | 812 | 72 | 55 | 64 |
| Wines and spirits[4] | 0 | -9 | +22 | 302 | 76,651 | +56 | -7 | 248 | 143,540 | 227 | 148 | 225 |
| New England | +3 | 0 | +35 | 25 | 4,695 | +47 | -9 | 17 | 4,709 | 211 | 121 | 180 |
| Middle Atlantic | +2 | -6 | +32 | 44 | 23,431 | +57 | -11 | 39 | 38,428 | 200 | 136 | 220 |
| East North Central | 0 | -10 | +28 | 44 | 8,615 | +61 | -11 | 32 | 15,127 | 204 | 129 | 208 |
| West North Central | +5 | -2 | +12 | 33 | 6,696 | +45 | -14 | 28 | 12,875 | 239 | 178 | 296 |
| South Atlantic | -7 | -4 | +15 | 43 | 11,215 | +43 | -10 | 39 | 18,586 | 181 | 121 | 192 |
| East South Central | -3 | -4 | +4 | 17 | 2,810 | +53 | +5 | 14 | 5,710 | 245 | 160 | 220 |
| West South Central | +5 | -13 | +4 | 36 | 7,004 | +42 | -6 | 32 | 16,711 | 255 | 190 | 233 |
| Mountain | +9 | +4 | +25 | 9 | 1,730 | +33 | -7 | 8 | 2,639 | 166 | 138 | 186 |
| Pacific | -3 | -24 | +25 | 38 | 8,548 | +81 | +4 | 26 | 24,983 | 399 | 206 | 288 |
| Miscellaneous | +17 | -10 | +27 | 38 | 7,827 | +9 | -4 | 26 | 6,666 | 113 | 129 | 109 |

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State Control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England - (Conn.,Mass.,Maine,N.H.,R.I.,Vt.)
Middle Atlantic ( (N.J.,N.Y.,Pa.)
East North Central - (Ill.,Ind.,Mich.,Ohio,Wis.)
West North Central - (Iowa,Kans.,Minn.,Mo.,Nebr., N.Dak.,S.Dak.)
South Atlantic - (Del.,D.C.,Fla.,Ga.,Md.,N.C.,S.C.,Va.,W.Va.)
East South Central - (Ala.,Ky.,Miss.,Tenn.)
West South Central - (Ark.,La.,Okla.,Texas)
Mountain - (Ariz.,Colo.,Idaho,Mont.,Nev.,N.Mex.,Utah,Wyo.)

South Central--East South Central and West South Central combined.

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~~Ref~~

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

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UNIVERSITY OF ILLINOIS

FOR RELEASE
JULY 5, 1951

## MAY 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,206 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales during May rose 3 percent above the April level and increased 10 percent over sales a year ago. Cumulative sales for the first five months of 1951 were 27 percent above the same period of 1950, reflecting sales gains of 10 to 53 percent over a year ago reported in each month this year.

While most geographic divisions experienced sales advances of 2 to 6 percent over the previous month, the Mountain, New England and West North Central regions indicated little or no change. However, all regions reported gains over a year ago ranging from a 2 percent rise in the East South Central region to an increase of 15 percent in the Pacific area.

Most trades covered in this report indicated moderate seasonal gains, the largest increase, 46 percent, being reported by fresh fruits and vegetables. Twelve trades, however, lagged behind previous month sales and four trades reported practically no change. Compared with a year ago, only four trades showed declines - commercial refrigeration (2%), coal (15%), furniture and house furnishings (16%), and electrical appliances and specialties (20%). Industrial supplies, with a gain of 51 percent, reported the most substantial increase over May 1950 sales.

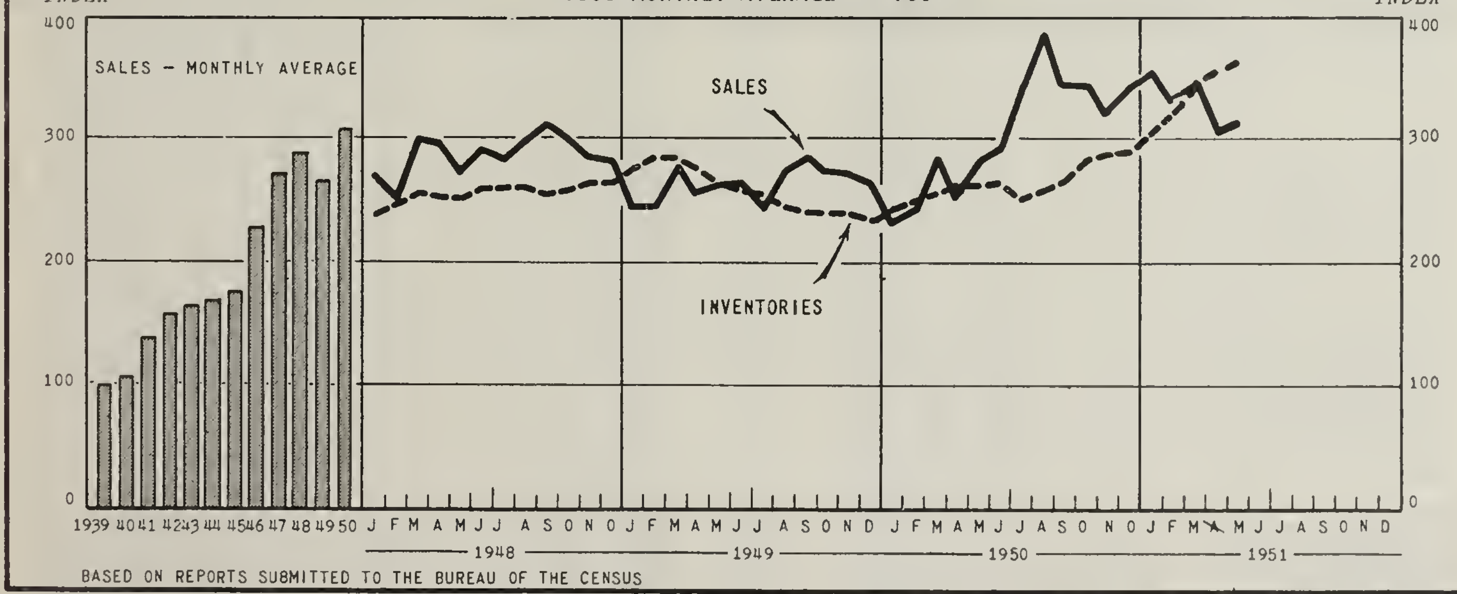
INVENTORIES

Wholesalers inventories at the end of May advanced 3 percent above the April 30 level, thereby registering the tenth successive increase since July 1950. Compared with a year ago, the dollar value of stocks on hand reflected a more substantial increase of 38 percent. While the East South Central region experienced a slight (1%) decline below the April 30th stock level, all other geographic divisions followed closely the national trend with increases over both periods. According to the reports of 3,273 establishments submitting inventories in conjunction with sales, the May stock-sales ratio of 190 was about the same as a month ago, but 37 points higher than was reported for May 1950.

RETAIL

May sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 7 percent above the previous month and 3 percent higher than sales a year ago. Cumulative sales for the first five months were 10 percent above the same period of 1950.

### TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## MAY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[1] ratio | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1951 panel | | Percent change | | May 1951 panel | | | | |
| | May 1951 from May 1950 | May 1951 from Apr. 1951 | 5 mos. 1951 from 5 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | May 1951 from May 1950 | May 1951 from Apr. 1951 | Number of establishments reporting | Reported dollar values (add 000) | May 1951 | May 1950 | April 1951 |
| United States, total | +10 | +3 | +27 | 4,206 | $797,792 | +38 | +3 | 3,273 | $1,245,317 | 190 | 153 | 191 |
| New England | +8 | 0 | +29 | 238 | 33,914 | +40 | +2 | 174 | 43,689 | 173 | 134 | 172 |
| Middle Atlantic | +8 | +4 | +26 | 783 | 163,919 | +43 | +1 | 555 | 190,778 | 155 | 120 | 160 |
| East North Central | +14 | +6 | +30 | 825 | 149,977 | +36 | +2 | 677 | 203,187 | 156 | 131 | 161 |
| West North Central | +4 | 0 | +22 | 456 | 97,949 | +34 | +3 | 368 | 186,386 | 232 | 181 | 225 |
| South Atlantic | +10 | +3 | +25 | 546 | 90,828 | +48 | +2 | 431 | 145,661 | 188 | 141 | 189 |
| East South Central | +2 | +6 | +19 | 209 | 31,547 | +48 | -1 | 158 | 51,107 | 197 | 135 | 212 |
| West South Central | +8 | +3 | +19 | 393 | 67,665 | +32 | +2 | 305 | 117,753 | 212 | 173 | 213 |
| Mountain | +11 | -1 | +28 | 170 | 27,678 | +29 | +3 | 145 | 44,121 | 181 | 156 | 175 |
| Pacific | +15 | +2 | +32 | 536 | 105,359 | +39 | +2 | 410 | 173,150 | 206 | 170 | 206 |
| Automotive supplies | +3 | -5 | +35 | 279 | 17,922 | +23 | +1 | 175 | 21,146 | 263 | 253 | 265 |
| New England | +21 | +3 | +43 | 8 | 490 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +22 | -3 | +50 | 40 | 1,293 | +38 | +3 | 36 | 2,847 | 252 | 225 | 237 |
| East North Central | +10 | 0 | +34 | 58 | 3,681 | +42 | +3 | 47 | 6,901 | 266 | 215 | 265 |
| West North Central | 0 | -11 | +39 | 43 | 4,263 | +7 | 0 | 19 | 3,054 | 249 | 288 | 260 |
| South Atlantic | -13 | -4 | +29 | 19 | 2,323 | +16 | +1 | 11 | 1,360 | 361 | 281 | 344 |
| South Central | -16 | -3 | +24 | 15 | 2,021 | +9 | +2 | 9 | 1,421 | 218 | 215 | 215 |
| Mountain | 0 | -17 | +13 | 18 | 795 | +18 | -2 | 7 | 1,140 | 293 | 289 | 311 |
| Pacific | +21 | -4 | +44 | 78 | 3,055 | +10 | -2 | 43 | 3,952 | 273 | 316 | 276 |
| Electrical group, total | +7 | -5 | +39 | 681 | 146,229 | +72 | +11 | 604 | 281,372 | 205 | 128 | 177 |
| Full-line wholesalers | +11 | -4 | +43 | 428 | 113,855 | +73 | +14 | 422 | 232,012 | 206 | 131 | 173 |
| New England | +5 | -5 | +42 | 32 | 6,586 | +88 | +13 | 32 | 14,230 | 216 | 121 | 181 |
| Middle Atlantic | +15 | -6 | +43 | 58 | 18,403 | +115 | +13 | 57 | 39,186 | 216 | 115 | 178 |
| East North Central | +25 | -4 | +53 | 84 | 26,733 | +65 | +13 | 83 | 44,400 | 167 | 127 | 141 |
| West North Central | +5 | -8 | +38 | 43 | 10,122 | +53 | +15 | 43 | 20,728 | 205 | 140 | 164 |
| South Atlantic | +1 | -4 | +41 | 65 | 15,284 | +81 | +13 | 63 | 34,080 | 231 | 128 | 195 |
| East South Central | -16 | -6 | +24 | 26 | 4,248 | +93 | +9 | 25 | 10,485 | 254 | 110 | 220 |
| West South Central | -4 | -4 | +27 | 47 | 10,000 | +63 | +14 | 47 | 27,244 | 272 | 161 | 229 |
| Mountain | +9 | 0 | +43 | 19 | 4,402 | +62 | +13 | 19 | 8,680 | 197 | 132 | 174 |
| Pacific | +21 | -2 | +50 | 54 | 18,077 | +56 | +15 | 53 | 32,979 | 184 | 143 | 157 |
| Wiring supplies, construction materials distributors | +37 | +5 | +55 | 139 | 11,550 | +54 | +5 | 94 | 12,610 | 150 | 132 | 152 |
| New England | +61 | +15 | +77 | 14 | 878 | +37 | 0 | 5 | 358 | 176 | 148 | 193 |
| Middle Atlantic | +38 | +1 | +57 | 38 | 1,570 | +28 | 0 | 23 | 1,927 | 157 | 173 | 158 |
| East North Central | +59 | +13 | +74 | 30 | 3,633 | +50 | +9 | 22 | 3,906 | 147 | 149 | 157 |
| West North Central | +3 | -4 | +39 | 9 | 978 | +46 | +3 | 7 | 1,125 | 194 | 131 | 185 |
| South Atlantic | +25 | +3 | +25 | 17 | 2,082 | +86 | +9 | 13 | 2,063 | 113 | 75 | 106 |
| South Central | +38 | +3 | +66 | 15 | 1,483 | +64 | -1 | 11 | 1,669 | 143 | 132 | 158 |
| Mountain | +4 | +3 | +13 | 5 | 256 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +28 | -6 | +69 | 11 | 670 | +72 | +7 | 10 | 1,473 | 222 | 165 | 196 |
| Appliances and specialties wholesalera | -20 | -10 | +21 | 114 | 20,824 | +69 | +1 | 88 | 36,750 | 227 | 108 | 213 |
| New England | -20 | -27 | +47 | 8 | 1,149 | +44 | -1 | 6 | 1,948 | 200 | 107 | 144 |
| Middle Atlantic | -20 | -16 | +24 | 26 | 7,720 | +101 | +1 | 13 | 9,305 | 235 | 100 | 215 |
| East North Central | -7 | -13 | +20 | 17 | 2,206 | +74 | +2 | 14 | 4,481 | 225 | 119 | 199 |
| West North Central | -26 | -26 | +30 | 15 | 1,637 | +69 | 0 | 13 | 6,291 | 394 | 170 | 288 |
| South Atlantic | -30 | -8 | +9 | 18 | 2,776 | +54 | -4 | 17 | 5,250 | 209 | 94 | 197 |
| South Central | -36 | +50 | -4 | 10 | 1,588 | +57 | -6 | 8 | 3,232 | 209 | 84 | 339 |
| Mountain | 0 | 0 | +35 | 6 | 932 | +17 | +20 | 6 | 1,596 | 171 | 146 | 143 |
| Pacific | -5 | +13 | +15 | 14 | 2,816 | +76 | +7 | 11 | 4,647 | 173 | 92 | 187 |
| Furniture and house furnishings | -16 | -10 | +22 | 84 | 13,527 | +37 | +2 | 64 | 29,621 | 253 | 158 | 224 |
| Middle Atlantic | -18 | -1 | +12 | 16 | 2,113 | +48 | +8 | 11 | 5,014 | 311 | 172 | 289 |
| East North Central | -24 | -15 | +30 | 9 | 2,007 | +41 | +6 | 7 | 4,684 | 277 | 142 | 215 |
| West North Central | -15 | -5 | +22 | 12 | 2,152 | +52 | -2 | 12 | 6,037 | 281 | 157 | 272 |
| South Atlantic | -34 | -10 | -7 | 10 | 727 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -21 | -14 | +23 | 15 | 1,591 | +18 | 0 | 15 | 4,571 | 287 | 191 | 247 |
| Mountain | -6 | -17 | +25 | 7 | 1,050 | +38 | +4 | 5 | 1,871 | 230 | 163 | 190 |
| Pacific | -1 | -11 | +34 | 12 | 3,345 | +37 | +2 | 10 | 5,989 | 189 | 135 | 167 |
| Hardware | +12 | 0 | +41 | 162 | 64,702 | +32 | +3 | 137 | 149,886 | 269 | 228 | 260 |
| New England | +14 | +10 | +43 | 4 | 691 | +20 | -1 | 4 | 1,989 | 228 | 272 | 322 |
| Middle Atlantic | +16 | +2 | +49 | 37 | 9,534 | +32 | -3 | 30 | 15,969 | 192 | 168 | 202 |
| East North Central | +5 | +4 | +40 | 23 | 11,326 | +34 | +4 | 22 | 31,559 | 288 | 226 | 288 |
| West North Central | +9 | -7 | +37 | 20 | 12,415 | +24 | +8 | 19 | 31,996 | 303 | 267 | 258 |
| South Atlantic | +12 | +8 | +32 | 23 | 5,780 | +34 | +3 | 20 | 13,444 | 250 | 208 | 238 |
| East South Central | +2 | +4 | +28 | 12 | 4,328 | +53 | +1 | 11 | 10,006 | 255 | 170 | 260 |
| West South Central | +10 | +3 | +26 | 15 | 5,359 | +25 | +1 | 9 | 9,034 | 272 | 234 | 279 |
| Mountain | +17 | -6 | +36 | 9 | 2,529 | +8 | +4 | 6 | 3,144 | 285 | 316 | 274 |
| Pacific | +22 | -5 | +60 | 19 | 12,740 | +38 | +4 | 16 | 32,745 | 287 | 257 | 264 |
| Induatrial supplies | +51 | +5 | +65 | 80 | 10,732 | +37 | +5 | 57 | 15,377 | 200 | 212 | 201 |
| New England | +60 | +6 | +73 | 6 | 483 | +10 | -3 | 5 | 929 | 244 | 358 | 266 |
| Middle Atlantic | +54 | +2 | +77 | 18 | 1,773 | +56 | +10 | 12 | 2,036 | 151 | 155 | 144 |
| East North Central | +52 | +2 | +71 | 9 | 1,596 | +71 | -2 | 7 | 1,576 | 170 | 146 | 186 |
| West North Central | +19 | -15 | +58 | 6 | 559 | +29 | +6 | 4 | 792 | 282 | 229 | 246 |
| South Atlantic | +47 | +10 | +55 | 10 | 853 | +26 | +3 | 9 | 1,819 | 222 | 253 | 236 |
| South Central | +46 | +10 | +55 | 24 | 4,406 | +34 | +8 | 14 | 6,423 | 216 | 211 | 216 |
| Pacific | +96 | +1 | +102 | 7 | 1,062 | +39 | 0 | 6 | 1,802 | 184 | 275 | 185 |
| Jewelry | +3 | -3 | +39 | 155 | 6,021 | +42 | -1 | 87 | 16,370 | 388 | 265 | 371 |
| New England | -6 | +13 | +26 | 7 | 385 | +42 | -12 | 4 | 423 | 385 | 253 | 404 |
| Middle Atlantic | +9 | -6 | +53 | 48 | 1,665 | +45 | +4 | 18 | 3,420 | 350 | 233 | 309 |
| East North Central | -4 | -15 | +30 | 38 | 1,291 | +33 | +1 | 22 | 3,913 | 393 | 278 | 318 |
| West North Central | +13 | -6 | +40 | 17 | 889 | +39 | +1 | 13 | 2,740 | 381 | 301 | 346 |
| South Atlantic | -8 | -12 | +28 | 7 | 301 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -8 | +3 | +13 | 6 | 124 | +62 | -3 | 5 | 624 | 529 | 306 | 581 |
| Pacific | +5 | +19 | +42 | 31 | 1,362 | +41 | -5 | 21 | 4,120 | 385 | 256 | 493 |

See footnotes at end of table.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## MAY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[1] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1951 panel | | Percent change | | May 1951 panel | | | | |
| | May 1951 from May 1950 | May 1951 from Apr. 1951 | 5 mos. 1951 from 5 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | May 1951 from May 1950 | May 1951 from Apr. 1951 | Number of establishments reporting | Reported dollar values (add 000) | May 1951 | May 1950 | April 1951 |
| Lumber and building materials | +4 | 0 | +26 | 79 | $15,617 | +40 | +5 | 58 | $15,617 | 140 | 104 | 132 |
| Middle Atlantic | +6 | +2 | +20 | 17 | 3,415 | +15 | 0 | 10 | 1,158 | 44 | 43 | 45 |
| East North Central | -2 | +6 | +23 | 11 | 1,359 | +54 | +17 | 8 | 1,316 | 134 | 83 | 132 |
| West North Central | -20 | -5 | +11 | 7 | 800 | +5 | -8 | 5 | 349 | 65 | 55 | 71 |
| South Atlantic | +13 | +11 | +31 | 11 | 2,321 | +26 | 0 | 9 | 1,387 | 123 | 114 | 136 |
| South Central | +9 | +4 | +24 | 5 | 1,157 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | +12 | -3 | +37 | 7 | 2,554 | +44 | +6 | 3,986 | 3,983 | 184 | 135 | 156 |
| Pacific | +3 | -16 | +42 | 9 | 1,748 | +55 | +12 | 7 | 2,416 | 177 | 113 | 128 |
| Machinery equipment, supplies, (except electrical) | +46 | 0 | +48 | 44 | 9,314 | +10 | +6 | 33 | 14,001 | 167 | 226 | 160 |
| New England | +38 | +7 | +39 | 5 | 587 | +13 | +2 | 4 | 1,004 | 227 | 304 | 237 |
| Middle Atlantic | +69 | +4 | +85 | 7 | 1,495 | +37 | +10 | 4 | 1,754 | 123 | 155 | 117 |
| East North Central | +16 | -14 | +56 | 10 | 1,192 | +44 | +1 | 8 | 1,706 | 179 | 139 | 156 |
| South Atlantic | +10 | -1 | +31 | 5 | 779 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | +82 | +13 | +21 | 6 | 2,554 | -13 | +8 | 5 | 4,329 | 170 | 358 | 179 |
| Pacific | +32 | -11 | +79 | 7 | 1,222 | +5 | -1 | 5 | 1,526 | 182 | 231 | 164 |
| Metals | +28 | +2 | +51 | 44 | 13,779 | +2 | -2 | 38 | 14,542 | 113 | 140 | 118 |
| Paints and varnishes | +26 | -2 | +41 | 51 | 6,778 | +37 | +4 | 45 | 18,903 | 288 | 267 | 269 |
| Plumbing and heating supplies | +35 | +5 | +59 | 119 | 19,012 | +69 | -2 | 97 | 32,642 | 195 | 157 | 213 |
| New England | +15 | +14 | +34 | 7 | 344 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +16 | +9 | +48 | 34 | 2,988 | +35 | 0 | 27 | 4,635 | 180 | 155 | 199 |
| East North Central | +21 | +2 | +48 | 13 | 1,366 | +55 | +6 | 11 | 3,406 | 285 | 231 | 273 |
| West North Central | +6 | -11 | +50 | 10 | 1,216 | +60 | +5 | 8 | 2,789 | 254 | 168 | 213 |
| South Atlantic | +41 | +7 | +60 | 38 | 9,345 | +84 | -4 | 38 | 17,245 | 185 | 141 | 205 |
| Pacific | +53 | -0 | +86 | 5 | 1,344 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | -2 | +10 | +31 | 66 | 2,082 | +34 | +3 | 60 | 4,892 | 278 | 212 | 298 |
| Middle Atlantic | -25 | +7 | +10 | 14 | 570 | +39 | +5 | 11 | 1,114 | 286 | 163 | 294 |
| East North Central | -6 | +20 | +18 | 16 | 214 | +20 | 0 | 16 | 777 | 363 | 286 | 437 |
| South Atlantic | +14 | +7 | +42 | 22 | 586 | +29 | +1 | 21 | 1,370 | 241 | 213 | 255 |
| Pacific | +10 | +7 | +42 | 7 | 263 | +44 | +6 | 7 | 839 | 319 | 245 | 321 |
| Surgical, medical, equipment, supplies | +32 | +1 | +46 | 41 | 5,714 | +46 | 0 | 35 | 7,583 | 148 | 132 | 147 |
| Middle Atlantic | +33 | 0 | +43 | 7 | 920 | +40 | -9 | 5 | 838 | 111 | 105 | 121 |
| East North Central | +27 | -4 | +59 | 10 | 2,362 | +55 | +3 | 9 | 3,013 | 135 | 111 | 126 |
| South Atlantic | +39 | -6 | +41 | 7 | 724 | +39 | -5 | 6 | 1,171 | 165 | 168 | 163 |
| South Central | +39 | +16 | +17 | 6 | 757 | +47 | -4 | 4 | 545 | 117 | 100 | 126 |
| Pacific | +55 | +20 | +41 | 4 | 419 | +79 | +18 | 4 | 807 | 193 | 167 | 195 |
| Beer | +4 | +21 | +8 | 43 | 2,112 | +16 | +4 | 37 | 879 | 46 | 42 | 54 |
| Middle Atlantic | +7 | +27 | +6 | 9 | 448 | +6 | +19 | 8 | 100 | 23 | 23 | 24 |
| East North Central | -2 | +25 | +6 | 13 | 646 | +38 | +4 | 12 | 242 | 39 | 28 | 47 |
| West North Central | -1 | +21 | +2 | 5 | 135 | +2 | +4 | 4 | 49 | 71 | 67 | 92 |
| South Atlantic | +10 | +19 | +10 | 5 | 423 | -4 | -5 | 4 | 202 | 56 | 64 | 69 |
| Pacific | +11 | +12 | +12 | 5 | 350 | +26 | +3 | 4 | 218 | 73 | 64 | 79 |
| Chemicals, industrial | +30 | -12 | +57 | 14 | 2,784 | +36 | +2 | 11 | 1,588 | 66 | 64 | 56 |
| Clothing and furnishings (except shoes) | +11 | +5 | +24 | 26 | 3,510 | +31 | 0 | 18 | 5,114 | 242 | 202 | 236 |
| Coal | -15 | 0 | +15 | 18 | 3,097 | +65 | +43 | 17 | 3,738 | 172 | 62 | 86 |
| Confectionery | +11 | +11 | +11 | 43 | 1,383 | +11 | -5 | 27 | 877 | 87 | 88 | 101 |
| Middle Atlantic | +11 | +11 | +16 | 8 | 352 | -7 | -5 | 4 | 100 | 49 | 62 | 52 |
| North Central | +16 | +18 | +4 | 8 | 292 | +28 | -4 | 7 | 257 | 99 | 83 | 119 |
| South Atlantic | +9 | +11 | +11 | 12 | 289 | +9 | -6 | 7 | 230 | 114 | 114 | 141 |
| East South Central | +12 | +18 | +7 | 8 | 195 | +11 | -4 | 5 | 88 | 63 | 69 | 81 |
| Dairy and poultry products | +19 | +15 | +19 | 25 | 7,322 | +31 | +4 | 16 | 2,935 | 47 | 41 | 52 |
| Drugs and sundries (liquor excluded) | +15 | +1 | +19 | 198 | 57,050 | +22 | -2 | 155 | 87,007 | 191 | 183 | 199 |
| New England | +11 | +6 | +19 | 14 | 2,862 | +20 | +2 | 10 | 3,917 | 191 | 182 | 203 |
| Middle Atlantic | +14 | +4 | +16 | 28 | 10,433 | +13 | -4 | 20 | 11,021 | 167 | 175 | 183 |
| East North Central | +16 | +1 | +22 | 26 | 9,574 | +27 | -3 | 21 | 13,180 | 170 | 154 | 178 |
| West North Central | +14 | +3 | +15 | 17 | 5,703 | +14 | -3 | 16 | 8,653 | 171 | 171 | 183 |
| South Atlantic | +17 | -2 | +17 | 31 | 6,895 | +17 | -4 | 23 | 9,769 | 190 | 193 | 195 |
| East South Central | +14 | 0 | +15 | 18 | 3,610 | +15 | -4 | 13 | 5,574 | 192 | 191 | 200 |
| West South Central | +14 | -2 | +18 | 31 | 7,819 | +25 | 0 | 23 | 13,538 | 222 | 207 | 220 |
| Mountain | +19 | +4 | +20 | 12 | 2,424 | +26 | 0 | 10 | 5,261 | 226 | 213 | 233 |
| Pacific | +18 | +2 | +26 | 21 | 7,730 | +29 | -2 | 19 | 16,094 | 210 | 191 | 219 |
| Dry goods | +5 | -1 | +23 | 181 | 36,704 | +33 | +1 | 142 | 99,708 | 323 | 254 | 311 |
| New England | +1 | 0 | +25 | 9 | 784 | +23 | -14 | 9 | 1,353 | 173 | 142 | 201 |
| Middle Atlantic | +16 | -1 | +37 | 46 | 7,445 | +14 | -6 | 31 | 12,181 | 255 | 252 | 258 |
| East North Central | -6 | -1 | +9 | 18 | 3,973 | +33 | -1 | 18 | 10,961 | 276 | 195 | 276 |
| West North Central | +11 | -3 | +24 | 20 | 12,336 | +38 | +4 | 18 | 43,732 | 357 | 287 | 332 |
| South Atlantic | -2 | +4 | +22 | 26 | 3,702 | +44 | 0 | 20 | 10,978 | 334 | 224 | 348 |
| East South Central | +4 | +5 | +17 | 15 | 1,305 | +31 | -2 | 9 | 3,458 | 369 | 298 | 385 |
| West South Central | -3 | -4 | +12 | 15 | 2,294 | +35 | +1 | 15 | 7,596 | 331 | 239 | 314 |
| Mountain | +23 | 0 | +30 | 6 | 486 | +49 | +1 | 5 | 1,744 | 388 | 325 | 392 |
| Pacific | -10 | -2 | +16 | 26 | 4,379 | +17 | +7 | 17 | 7,705 | 362 | 273 | 307 |
| Farm supplies | +3 | -12 | +13 | 22 | 4,963 | +48 | -15 | 11 | 891 | 48 | 35 | 59 |
| Fresh fruits and vegetables | +8 | +46 | +3 | 65 | 7,174 | +37 | -5 | 40 | 1,093 | 32 | 24 | 43 |
| New England | -12 | -74 | 0 | 9 | 457 | +66 | +1 | 7 | 73 | 27 | 16 | 39 |
| Middle Atlantic | +5 | +34 | -1 | 17 | 1,746 | +5 | -19 | 9 | 146 | 16 | 16 | 27 |
| East North Central | +20 | +95 | +13 | 13 | 2,717 | -34 | +14 | 7 | 42 | 10 | 15 | 11 |
| West North Central | +2 | +27 | -4 | 7 | 788 | +3 | -16 | 7 | 199 | 25 | 25 | 38 |
| South Atlantic | +16 | +14 | +11 | 6 | 414 | -45 | -8 | 4 | 34 | 11 | 24 | 14 |
| East South Central | +3 | +24 | +11 | 6 | 408 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +10 | -1 | +3 | 4 | 184 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |

See footnotes at end of table.

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## MAY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[1] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | May 1951 panel | | Percent change | | May 1951 panel | | | | |
| | May 1951 from May 1950 | May 1951 from Apr. 1951 | 5 mos. 1951 from 5 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | May 1951 from May 1950 | May 1951 from Apr. 1951 | Number of establishments reporting | Reported dollar values (add 000) | May 1951 | May 1950 | April 1951 |
| Groceries, total | +9 | +9 | +15 | 853 | $131,019 | +22 | -3 | 678 | $154,173 | 152 | 136 | 170 |
| Nonaffiliated full-line wholesalers[3] | +10 | +11 | +13 | 577 | 60,754 | +23 | -4 | 481 | 75,569 | 149 | 133 | 171 |
| New England | +3 | +12 | +11 | 7 | 1,553 | +41 | -3 | 4 | 2,978 | 225 | 164 | 259 |
| Middle Atlantic | +6 | +12 | +9 | 20 | 2,389 | +18 | -3 | 11 | 2,509 | 149 | 134 | 171 |
| East North Central | +5 | +10 | +15 | 146 | 12,838 | +21 | -8 | 138 | 17,910 | 151 | 131 | 180 |
| West North Central | +15 | +17 | +12 | 64 | 6,803 | +28 | +1 | 54 | 8,577 | 147 | 133 | 172 |
| South Atlantic | +13 | +12 | +14 | 68 | 8,343 | +20 | -5 | 40 | 7,532 | 131 | 124 | 156 |
| East South Central | +5 | +11 | +12 | 42 | 4,838 | +29 | -4 | 31 | 5,177 | 136 | 110 | 155 |
| West South Central | +13 | +9 | +14 | 111 | 13,239 | +21 | -1 | 88 | 15,574 | 153 | 142 | 167 |
| Mountain | +9 | +13 | +16 | 23 | 2,307 | +18 | -4 | 21 | 3,385 | 151 | 140 | 178 |
| Pacific | +12 | +11 | +13 | 96 | 8,444 | +23 | -1 | 94 | 11,927 | 147 | 133 | 165 |
| Voluntary-group wholesalers | +8 | +8 | +15 | 166 | 46,894 | +23 | -3 | 124 | 54,366 | 156 | 137 | 175 |
| New England | +6 | +14 | +17 | 8 | 2,805 | +22 | -7 | 6 | 1,657 | 119 | 115 | 147 |
| Middle Atlantic | +7 | +10 | +14 | 44 | 14,418 | +30 | -4 | 29 | 11,280 | 133 | 110 | 158 |
| East North Central | +15 | +10 | +20 | 46 | 9,501 | +22 | 0 | 33 | 8,993 | 125 | 118 | 138 |
| West North Central | -2 | +5 | +9 | 32 | 9,220 | +26 | -3 | 32 | 20,758 | 225 | 174 | 244 |
| South Atlantic | +18 | +14 | +18 | 12 | 2,751 | +21 | -4 | 7 | 1,895 | 114 | 108 | 137 |
| Pacific | +18 | +9 | +19 | 11 | 3,550 | +28 | -2 | 4 | 2,808 | 128 | 123 | 139 |
| Retailer-cooperative warehouses | +14 | +8 | +18 | 22 | 9,211 | +18 | -2 | 16 | 6,314 | 128 | 121 | 143 |
| Specialty lines wholesalers | +9 | +3 | +20 | 88 | 14,160 | +17 | +1 | 57 | 17,924 | 163 | 155 | 165 |
| New England | +17 | +19 | +8 | 6 | 274 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +15 | +2 | +23 | 19 | 3,498 | +19 | +20 | 12 | 3,985 | 137 | 135 | 117 |
| East North Central | -9 | -1 | +4 | 10 | 629 | +2 | -10 | 6 | 186 | 62 | 65 | 78 |
| South Atlantic | +14 | +9 | +21 | 21 | 2,119 | +34 | -2 | 13 | 1,874 | 110 | 95 | 120 |
| East South Central | +14 | +2 | +16 | 6 | 637 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | +3 | -4 | +17 | 5 | 342 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +4 | +3 | +19 | 16 | 5,877 | +13 | -4 | 13 | 10,425 | 233 | 212 | 239 |
| Leather and shoe findings | +14 | -3 | +25 | 28 | 587 | +25 | -1 | 15 | 1,329 | 417 | 376 | 419 |
| Middle Atlantic | +17 | +2 | +16 | 5 | 42 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | +5 | +3 | +21 | 6 | 97 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West North Central | +2 | -5 | +7 | 4 | 55 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +21 | -5 | +35 | 7 | 317 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Meats and meat products | +30 | +15 | +27 | 39 | 26,260 | +43 | -5 | 33 | 10,753 | 53 | 48 | 66 |
| Middle Atlantic | +36 | +21 | +29 | 9 | 4,737 | +26 | +1 | 9 | 2,098 | 44 | 48 | 53 |
| East North Central | +37 | +22 | +28 | 13 | 11,295 | +52 | -13 | 12 | 5,737 | 53 | 48 | 76 |
| Pacific | +17 | -4 | +33 | 5 | 4,319 | +55 | +22 | 4 | 862 | 38 | 29 | 33 |
| Paper and its products | +40 | +7 | +43 | 63 | 10,549 | +10 | +3 | 38 | 8,633 | 118 | 145 | 121 |
| New England | +26 | +5 | +42 | 5 | 351 | +8 | -1 | 4 | 360 | 179 | 202 | 210 |
| Middle Atlantic | +49 | +6 | +53 | 19 | 3,244 | +2 | +3 | 10 | 1,556 | 84 | 122 | 82 |
| East North Central | +36 | +9 | +40 | 17 | 3,958 | +7 | +4 | 12 | 2,947 | 82 | 105 | 87 |
| West North Central | +36 | +6 | +36 | 4 | 368 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +42 | +4 | +47 | 6 | 820 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | +46 | +13 | +29 | 5 | 600 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +35 | +4 | +34 | 7 | 1,208 | +24 | +2 | 6 | 2,337 | 272 | 266 | 262 |
| Petroleum | +7 | -4 | +17 | 28 | 5,518 | +52 | +5 | 28 | 5,435 | 98 | 69 | 90 |
| Shoes and other footwear | +28 | -2 | +29 | 37 | 23,475 | +25 | +13 | 32 | 75,818 | 327 | 337 | 284 |
| Tobacco products | +7 | +13 | +7 | 282 | 43,409 | +18 | +2 | 172 | 16,619 | 57 | 52 | 64 |
| New England | +4 | +16 | +3 | 24 | 3,210 | +20 | -1 | 15 | 706 | 51 | 47 | 61 |
| Middle Atlantic | +6 | +13 | +7 | 59 | 14,639 | +24 | 0 | 37 | 6,686 | 62 | 53 | 70 |
| East North Central | +7 | +15 | +8 | 68 | 8,373 | +12 | +11 | 41 | 2,829 | 55 | 53 | 57 |
| West North Central | +6 | +13 | +6 | 45 | 5,964 | +10 | +4 | 28 | 2,311 | 57 | 56 | 63 |
| South Atlantic | +15 | +12 | +9 | 19 | 3,732 | +14 | -2 | 17 | 1,433 | 43 | 43 | 50 |
| East South Central | +16 | +20 | +10 | 11 | 1,533 | +11 | +1 | 6 | 556 | 45 | 47 | 53 |
| West South Central | -1 | +15 | 0 | 26 | 1,922 | -5 | -10 | 10 | 387 | 50 | 52 | 70 |
| Mountain | +17 | +5 | +14 | 11 | 986 | +41 | +21 | 10 | 838 | 87 | 72 | 75 |
| Pacific | +9 | +6 | +11 | 19 | 3,050 | +30 | -6 | 8 | 873 | 64 | 53 | 70 |
| Wines and spirits[4] | 0 | +9 | +17 | 315 | 89,588 | +39 | -7 | 256 | 138,782 | 188 | 138 | 221 |
| New England | +5 | -4 | +28 | 26 | 4,233 | +36 | -5 | 17 | 4,133 | 169 | 132 | 230 |
| Middle Atlantic | -4 | +8 | +22 | 53 | 29,480 | +42 | -5 | 48 | 39,362 | 158 | 108 | 177 |
| East North Central | 0 | +8 | +22 | 46 | 11,071 | +14 | -11 | 33 | 13,902 | 162 | 149 | 201 |
| West North Central | -12 | +27 | +6 | 35 | 7,663 | +25 | -8 | 30 | 12,832 | 222 | 159 | 298 |
| South Atlantic | +10 | +4 | +14 | 50 | 13,663 | +44 | -1 | 47 | 22,290 | 170 | 130 | 177 |
| East South Central | -4 | +1 | +2 | 16 | 2,703 | +42 | -10 | 14 | 5,113 | 213 | 143 | 244 |
| West South Central | 0 | +6 | +3 | 38 | 7,805 | +32 | -10 | 31 | 15,584 | 218 | 164 | 259 |
| Mountain | +1 | -1 | +18 | 14 | 2,166 | +31 | -14 | 13 | 3,505 | 174 | 134 | 201 |
| Pacific | +11 | +17 | +22 | 37 | 10,804 | +71 | -8 | 23 | 22,061 | 302 | 205 | 410 |
| Miscellaneous | +19 | +15 | +25 | 39 | 9,005 | +26 | +3 | 26 | 6,876 | 99 | 101 | 113 |

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State Control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa., Kans., Minn., Mo., Nebr., N.Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

58
33 lw

MONTHLY

# WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Roy V. Peel, Director

THE LIBRARY OF THE
AUG 21 1951
UNIVERSITY OF ILLINOIS

JUNE 1951

FOR RELEASE
AUGUST 2, 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,137 wholesale establishments in various lines of business.

### SALES

June sales of wholesalers dropped 3 percent below the previous month, but were 4 percent higher than sales a year ago. Cumulative sales for the first six months of 1951 were 22 percent above the first half of 1950, reflecting the more substantial gains reported earlier this year.

All geographic regions indicated decreased sales of 2 to 5 percent below May. However, only two areas--the West North Central (-3%), and the East South Central (-2%)--reported declines from June a year ago. Compared with sales in the first half of 1950, all regions experienced gains ranging from 13 percent in the East South Central division to 27 percent in the Pacific.

Most trades lagged behind May 1951 sales, with clothing and furnishings reflecting the largest decrease, 20 percent. However, seven trades reported seasonal gains ranging from 2 percent in commercial refrigeration equipment to 7 percent for automotive supplies and beer. Compared with a year ago, farm supplies, up 43 percent, led the 24 trades showing sales gains, while furniture and house furnishings accounted for the most substantial drop, 21 percent. First half 1951 sales in all trades were ahead of a year ago, the largest increase, 60 percent, being shown in industrial supplies.

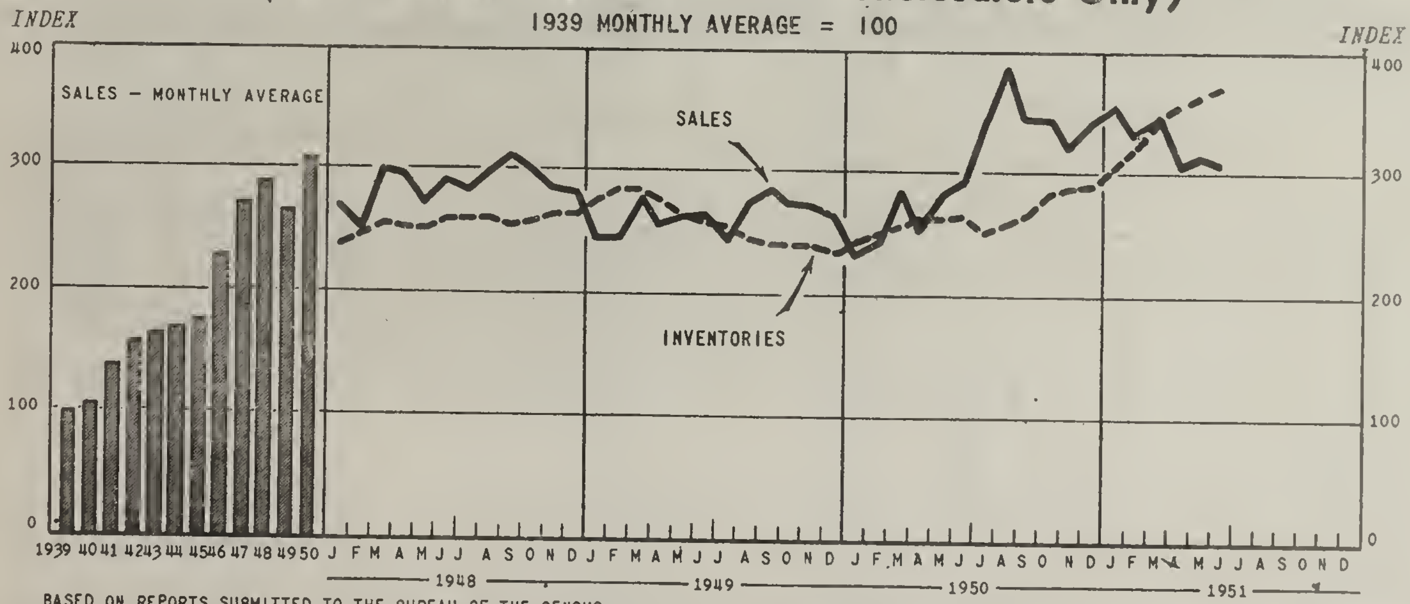
### INVENTORIES

Wholesalers inventories at the end of June rose slightly (1%) above the May 31 level, marking the 11th successive increase since July 1950. Compared with a year ago, the dollar value of stocks on hand reflected an increase of 39 percent. While all regions showed higher stock levels than a year ago, all but the West South Central division (-2%), showed either no change or small gains over the previous month. According to the reports of 3,094 establishments submitting inventories in conjunction with sales, the June stock-sales ratio of 200, the largest since July 1938, was 7 points over a month ago, and 50 points higher than reported for June a year ago.

### RETAIL

June sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were down 3 percent from the previous month and 3 percent lower than sales a year ago. Cumulative sales for the first six months were 8 percent below the same period of 1950.

TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales[1] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1951 panel | | Percent change | | June 1951 panel | | | | |
| | June 1951 from June 1950 | June 1951 from May 1951 | 6 mos. 1951 from 6 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | June 1951 from June 1950 | June 1951 from May 1951 | Number of establishments reporting | Reported dollar values (add 000) | June 1951 | June 1950 | May 1951 |
| United States, total | +4 | -3 | +22 | 4,137 | $760,771 | +39 | +1 | 3,094 | $1,190,549 | 200 | 150 | 193 |
| New England | 0 | -4 | +24 | 226 | 30,362 | +49 | +5 | 158 | 40,265 | 198 | 132 | 176 |
| Middle Atlantic | +4 | -2 | +23 | 771 | 152,072 | +42 | 0 | 537 | 183,010 | 163 | 121 | 161 |
| East North Central | +8 | -2 | +26 | 809 | 145,340 | +39 | +1 | 648 | 193,865 | 161 | 126 | 156 |
| West North Central | -3 | -4 | +17 | 455 | 92,189 | +34 | +2 | 348 | 180,400 | 252 | 181 | 237 |
| South Atlantic | +4 | -5 | +21 | 524 | 83,845 | +49 | +1 | 398 | 137,411 | 202 | 139 | 188 |
| East South Central | -2 | -5 | +15 | 205 | 29,441 | +48 | 0 | 148 | 46,689 | 209 | 137 | 200 |
| West South Central | +1 | -4 | +16 | 392 | 65,554 | +31 | -2 | 291 | 111,652 | 220 | 168 | 214 |
| Mountain | +2 | -2 | +23 | 169 | 26,336 | +31 | 0 | 133 | 40,742 | 184 | 143 | 181 |
| Pacific | +6 | -2 | +27 | 524 | 103,573 | +41 | +1 | 373 | 161,031 | 217 | 160 | 209 |
| Automotive supplies | +5 | +7 | +30 | 285 | 19,281 | +24 | -1 | 169 | 20,657 | 260 | 227 | 258 |
| New England | -5 | -1 | +32 | 8 | 484 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +7 | -1 | +41 | 43 | 1,354 | +31 | -1 | 38 | 3,023 | 262 | 215 | 263 |
| East North Central | 0 | -1 | +28 | 53 | 3,654 | +40 | -2 | 42 | 6,833 | 268 | 195 | 267 |
| West North Central | +12 | +18 | +33 | 45 | 5,247 | +7 | +1 | 21 | 3,185 | 237 | 234 | 223 |
| South Atlantic | +6 | +12 | +25 | 19 | 2,611 | +26 | -2 | 10 | 1,199 | 296 | 288 | 333 |
| South Central | +9 | +29 | +21 | 14 | 2,591 | +14 | +1 | 8 | 1,418 | 217 | 186 | 222 |
| Mountain | +4 | +18 | +11 | 27 | 941 | +22 | +2 | 16 | 1,168 | 315 | 264 | 293 |
| Pacific | +18 | 0 | +39 | 76 | 2,939 | +10 | -3 | 31 | 3,351 | 257 | 288 | 270 |
| Electrical group, total | +1 | -4 | +32 | 678 | 139,125 | +83 | +9 | 603 | 303,648 | 232 | 127 | 205 |
| Full-line wholesalers | +3 | -3 | +35 | 429 | 110,776 | +88 | +11 | 421 | 258,068 | 237 | 130 | 207 |
| New England | -4 | -8 | +34 | 31 | 6,020 | +116 | +15 | 31 | 16,305 | 271 | 121 | 217 |
| Middle Atlantic | +15 | -1 | +38 | 59 | 18,239 | +127 | +11 | 58 | 43,804 | 243 | 122 | 216 |
| East North Central | +15 | -3 | +45 | 88 | 27,083 | +77 | +12 | 85 | 51,353 | 196 | 127 | 172 |
| West North Central | -9 | -8 | +29 | 42 | 9,112 | +75 | +14 | 42 | 23,066 | 253 | 132 | 205 |
| South Atlantic | -2 | 0 | +32 | 62 | 15,151 | +100 | +8 | 60 | 36,607 | 251 | 122 | 230 |
| East South Central | -21 | +1 | +14 | 26 | 4,301 | +97 | +6 | 25 | 11,137 | 265 | 105 | 254 |
| West South Central | -13 | -3 | +19 | 48 | 9,737 | +76 | +7 | 48 | 29,099 | 299 | 148 | 272 |
| Mountain | +2 | -6 | +35 | 19 | 4,141 | +73 | +10 | 19 | 9,529 | 230 | 135 | 197 |
| Pacific | +11 | -6 | +42 | 54 | 16,992 | +66 | +13 | 53 | 37,168 | 220 | 146 | 184 |
| Wiring supplies, construction materials distributors | +16 | -3 | +47 | 133 | 10,269 | +52 | 0 | 93 | 11,460 | 146 | 110 | 141 |
| New England | +26 | -19 | +67 | 13 | 651 | +21 | -1 | 4 | 205 | 178 | 132 | 162 |
| Middle Atlantic | +26 | +9 | +50 | 36 | 1,537 | +32 | +1 | 23 | 1,883 | 143 | 144 | 157 |
| East North Central | +25 | -5 | +63 | 31 | 3,428 | +53 | -2 | 26 | 3,928 | 135 | 107 | 132 |
| West North Central | -10 | -3 | +30 | 8 | 856 | +31 | +5 | 6 | 1,043 | 245 | 166 | 207 |
| South Atlantic | -2 | -5 | +19 | 18 | 2,029 | +82 | 0 | 12 | 1,957 | 121 | 60 | 111 |
| South Central | +39 | -1 | +61 | 11 | 1,092 | +76 | +1 | 8 | 1,303 | 165 | 134 | 161 |
| Mountain | -5 | -8 | +11 | 4 | 166 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +28 | -2 | +62 | 12 | 610 | +49 | 0 | 11 | 1,049 | 174 | 149 | 169 |
| Appliances and specialties wholesalers | -17 | -10 | +16 | 116 | 17,980 | +63 | -3 | 89 | 34,120 | 240 | 115 | 227 |
| New England | -41 | -18 | +37 | 7 | 644 | +66 | 0 | 5 | 1,285 | 254 | 86 | 211 |
| Middle Atlantic | -10 | -10 | +19 | 28 | 7,081 | +74 | -4 | 14 | 9,364 | 244 | 109 | 237 |
| East North Central | -6 | -8 | +16 | 19 | 2,150 | +61 | -4 | 15 | 4,573 | 235 | 135 | 226 |
| West North Central | -28 | 0 | +21 | 16 | 1,279 | +64 | -4 | 14 | 5,160 | 414 | 180 | 435 |
| South Atlantic | -14 | +2 | +6 | 15 | 2,308 | +61 | +1 | 15 | 4,680 | 203 | 108 | 204 |
| South Central | -31 | -13 | -8 | 10 | 1,223 | +65 | -5 | 8 | 2,571 | 218 | 90 | 199 |
| Mountain | -12 | -23 | +28 | 6 | 716 | +17 | 0 | 6 | 1,593 | 222 | 168 | 171 |
| Pacific | -24 | -14 | +7 | 15 | 2,579 | +64 | -4 | 12 | 4,894 | 198 | 91 | 178 |
| Furniture and house furnishings | -21 | -9 | +14 | 85 | 12,234 | +47 | +4 | 64 | 30,651 | 295 | 157 | 255 |
| New England | -16 | -11 | +13 | 4 | 501 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -27 | -6 | +5 | 15 | 1,785 | +56 | +13 | 10 | 5,234 | 385 | 187 | 330 |
| East North Central | -35 | -10 | +17 | 8 | 1,673 | +57 | +7 | 6 | 4,675 | 336 | 130 | 283 |
| West North Central | -25 | -16 | +14 | 13 | 1,850 | +62 | +3 | 13 | 6,307 | 341 | 159 | 277 |
| South Atlantic | -14 | +9 | -9 | 11 | 992 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -22 | -10 | +16 | 15 | 1,431 | +32 | 0 | 15 | 4,578 | 320 | 189 | 287 |
| Mountain | -25 | -8 | +15 | 7 | 965 | +42 | +2 | 5 | 1,916 | 264 | 142 | 230 |
| Pacific | -6 | -9 | +27 | 12 | 3,037 | +43 | +3 | 10 | 6,177 | 214 | 140 | 189 |
| Hardware | +2 | -5 | +33 | 168 | 63,827 | +31 | -1 | 140 | 149,718 | 276 | 215 | 266 |
| New England | -3 | -12 | +31 | 5 | 798 | +25 | -1 | 4 | 1,973 | 316 | 244 | 288 |
| Middle Atlantic | +5 | -6 | +39 | 40 | 9,641 | +26 | -3 | 32 | 16,202 | 193 | 164 | 192 |
| East North Central | -7 | -7 | +31 | 26 | 11,638 | +32 | +1 | 25 | 32,785 | 288 | 204 | 268 |
| West North Central | -5 | -4 | +28 | 20 | 12,062 | +29 | 0 | 19 | 32,063 | 317 | 231 | 300 |
| South Atlantic | +5 | -8 | +27 | 25 | 5,822 | +41 | +1 | 20 | 13,766 | 280 | 212 | 251 |
| East South Central | +3 | -4 | +24 | 11 | 4,034 | +54 | +1 | 10 | 10,156 | 276 | 190 | 264 |
| West South Central | -1 | -6 | +22 | 14 | 4,695 | +28 | +2 | 8 | 8,451 | 323 | 241 | 281 |
| Mountain | +3 | -6 | +29 | 9 | 2,387 | +9 | -2 | 6 | 3,097 | 294 | 270 | 285 |
| Pacific | +15 | 0 | +51 | 18 | 12,750 | +26 | -5 | 16 | 31,225 | 274 | 249 | 287 |
| Industrial supplies | +39 | -6 | +60 | 84 | 10,422 | +37 | -1 | 59 | 15,294 | 202 | 201 | 194 |
| New England | +47 | -14 | +67 | 6 | 421 | +14 | +4 | 5 | 992 | 301 | 391 | 249 |
| Middle Atlantic | +35 | -7 | +71 | 21 | 1,736 | +55 | +2 | 14 | 2,194 | 163 | 151 | 151 |
| East North Central | +43 | -6 | +65 | 9 | 1,506 | +64 | -1 | 7 | 1,556 | 183 | 145 | 170 |
| West North Central | +25 | 0 | +54 | 5 | 443 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +19 | -6 | +49 | 10 | 805 | +30 | +4 | 9 | 1,893 | 241 | 222 | 222 |
| South Central | +36 | -8 | +52 | 25 | 4,358 | +33 | -4 | 15 | 6,421 | 206 | 200 | 203 |
| Pacific | +78 | -1 | +95 | 8 | 1,153 | +33 | -4 | 6 | 1,734 | 179 | 258 | 183 |
| Jewelry | -7 | -16 | +31 | 149 | 5,066 | +45 | +1 | 81 | 15,032 | 427 | 273 | 363 |
| New England | -18 | -10 | +18 | 6 | 266 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -5 | -7 | +41 | 50 | 1,765 | +53 | 0 | 19 | 3,924 | 364 | 233 | 366 |
| East North Central | -15 | -20 | +24 | 34 | 910 | +46 | +1 | 20 | 3,085 | 404 | 242 | 327 |
| West North Central | -10 | -31 | +31 | 17 | 671 | +39 | +1 | 13 | 2,780 | 540 | 354 | 381 |
| South Atlantic | -16 | -9 | +20 | 7 | 274 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -10 | -14 | +11 | 5 | 80 | +16 | -4 | 4 | 349 | 465 | 361 | 417 |
| Pacific | +4 | -18 | +36 | 28 | 1,092 | +55 | +3 | 18 | 4,117 | 471 | 295 | 393 |

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See footnotes at end of table.

80922

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## JUNE 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales[1] ratioa | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1951 panel | | Percent change | | June 1951 panel | | | | |
| | June 1951 from June 1950 | June 1951 from May 1951 | 6 mos. 1951 from 6 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | June 1951 from June 1950 | June 1951 from May 1951 | Number of establishments reporting | Reported dollar valuea (add 000) | June 1951 | June 1950 | May 1951 |
| Lumber and building materials | -9 | -4 | +19 | 78 | 15,006 | +33 | -2 | 55 | 14,935 | 141 | 96 | 141 |
| Middle Atlantic | -6 | 0 | +14 | 15 | 3,421 | +14 | +1 | 7 | 722 | 31 | 27 | 30 |
| Eaat North Central | -8 | +6 | +16 | 11 | 1,445 | +61 | -1 | 8 | 1,301 | 126 | 69 | 134 |
| West North Central | -33 | -15 | +2 | 7 | 683 | +10 | 0 | 4 | 350 | 85 | 52 | 75 |
| South Atlantic | 0 | -12 | +24 | 11 | 2,045 | +38 | +9 | 9 | 1,509 | 157 | 112 | 123 |
| South Central | -12 | -15 | +17 | 5 | 978 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | +1 | +5 | +29 | 7 | 2,675 | +38 | -3 | 6 | 3,857 | 165 | 115 | 184 |
| Pacific | -13 | -11 | +30 | 9 | 1,556 | +30 | +4 | 7 | 2,513 | 197 | 128 | 177 |
| Machinery equipment, supplies (except electrical) | +29 | -2 | +45 | 47 | 9,418 | +15 | +2 | 33 | 14,439 | 178 | 196 | 168 |
| New England | +18 | -14 | +35 | 5 | 506 | +16 | +3 | 4 | 1,036 | 271 | 301 | 227 |
| Middle Atlantic | +40 | -3 | +76 | 9 | 1,509 | +35 | -6 | 4 | 1,655 | 120 | 127 | 123 |
| East North Central | +36 | +19 | +52 | 10 | 1,422 | +36 | +1 | 8 | 1,719 | 147 | 134 | 179 |
| South Atlantic | +6 | -9 | +26 | 6 | 775 | +34 | +2 | 4 | 2,343 | 342 | 273 | 297 |
| South Central | +24 | -13 | +22 | 6 | 2,229 | -7 | +5 | 5 | 4,547 | 205 | 276 | 170 |
| Pacific | +59 | -3 | +76 | 7 | 1,338 | +9 | +3 | 4 | 1,325 | 206 | 291 | 170 |
| Metals | +18 | -4 | +44 | 42 | 12,795 | +2 | +2 | 38 | 15,168 | 121 | 140 | 113 |
| Paints and varnishes | +20 | +3 | +37 | 51 | 6,990 | +27 | 0 | 46 | 18,929 | 277 | 264 | 286 |
| Plumbing and heating supplies | +14 | -6 | +48 | 135 | 19,461 | +36 | -2 | 113 | 36,423 | 212 | 177 | 200 |
| New England | -20 | -9 | +22 | 6 | 286 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +14 | 0 | +40 | 34 | 2,957 | +36 | +1 | 27 | 4,815 | 185 | 154 | 182 |
| East North Central | -10 | -7 | +34 | 15 | 1,417 | +45 | +2 | 13 | 3,706 | 296 | 185 | 271 |
| West North Central | -13 | -6 | +32 | 14 | 1,664 | +35 | +1 | 12 | 4,092 | 260 | 168 | 243 |
| South Atlantic | +25 | -10 | +53 | 38 | 8,402 | +36 | -4 | 38 | 16,615 | 198 | 181 | 185 |
| Pacific | +41 | +4 | +76 | 5 | 1,403 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | -15 | +2 | +18 | 68 | 2,271 | +27 | 0 | 62 | 4,785 | 269 | 181 | 264 |
| Middle Atlantic | -32 | -4 | -7 | 16 | 809 | +36 | 0 | 13 | 1,606 | 255 | 135 | 243 |
| East North Central | -25 | +5 | +12 | 16 | 224 | +5 | -1 | 16 | 770 | 344 | 245 | 363 |
| South Atlantic | +2 | +10 | +32 | 18 | 608 | +25 | +1 | 17 | 995 | 212 | 174 | 231 |
| Pacific | +1 | -9 | +37 | 8 | 176 | +50 | +2 | 8 | 669 | 380 | 255 | 340 |
| Surgical, medical, equipment, supplies | +23 | -6 | +42 | 30 | 4,860 | +47 | -2 | 29 | 7,065 | 148 | 124 | 145 |
| Middle Atlantic | +23 | -5 | +40 | 5 | 718 | +36 | -7 | 5 | 782 | 109 | 98 | 111 |
| East North Central | +15 | -7 | +52 | 9 | 2,050 | +54 | -3 | 9 | 2,903 | 142 | 105 | 136 |
| South Atlantic | +44 | +5 | +41 | 4 | 638 | +45 | -3 | 4 | 885 | 139 | 138 | 150 |
| South Central | +27 | -12 | +31 | 5 | 616 | +39 | -2 | 4 | 717 | 133 | 123 | 136 |
| Beer | -2 | +7 | +6 | 42 | 2,253 | +23 | +5 | 37 | 934 | 47 | 37 | 47 |
| Middle Atlantic | -3 | +16 | +4 | 9 | 519 | +3 | -3 | 8 | 97 | 19 | 18 | 23 |
| East North Central | -4 | -3 | +4 | 13 | 625 | +25 | +4 | 12 | 252 | 42 | 32 | 39 |
| West North Central | -19 | +6 | -3 | 5 | 143 | +44 | +10 | 4 | 69 | 100 | 53 | 91 |
| South Atlantic | +10 | +11 | +10 | 5 | 468 | +37 | +16 | 4 | 235 | 62 | 46 | 56 |
| Pacific | +4 | +5 | +16 | 5 | 368 | +20 | -2 | 4 | 213 | 69 | 58 | 73 |
| Chemicals, industrial | +19 | +5 | +49 | 14 | 2,827 | +34 | -1 | 9 | 1,485 | 64 | 58 | 77 |
| Clothing and furnishings (except shoes) | -12 | -20 | +19 | 27 | 2,581 | +28 | +6 | 17 | 4,876 | 290 | 233 | 252 |
| Confectionery | +10 | -1 | +11 | 39 | 1,245 | +10 | +1 | 23 | 785 | 88 | 92 | 87 |
| Middle Atlantic | +2 | +1 | +13 | 6 | 239 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | +3 | +5 | +6 | 4 | 98 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +9 | -4 | +11 | 12 | 278 | +9 | -3 | 7 | 223 | 114 | 117 | 114 |
| South Central | +24 | -5 | +15 | 12 | 384 | +13 | +9 | 7 | 259 | 98 | 122 | 82 |
| Dairy and poultry products | +9 | -6 | +17 | 24 | 7,127 | +58 | +17 | 16 | 3,467 | 54 | 37 | 46 |
| Drugs and sundries (liquor excluded) | +10 | -4 | +17 | 196 | 53,897 | (3) | (3) | (3) | (3) | (3) | (3) | (3) |
| New England | +4 | -5 | +17 | 11 | 2,196 | | | | | | | |
| Middle Atlantic | +6 | -4 | +15 | 27 | 9,716 | | | | | | | |
| East North Central | +12 | -1 | +20 | 26 | 9,284 | | | | | | | |
| West North Central | +8 | -3 | +14 | 19 | 5,672 | | | | | | | |
| South Atlantic | +10 | -7 | +16 | 30 | 6,333 | | | | | | | |
| East South Central | +6 | -9 | +14 | 17 | 3,109 | | | | | | | |
| West South Central | +9 | -7 | +16 | 33 | 7,383 | | | | | | | |
| Mountain | +11 | -4 | +19 | 12 | 2,442 | | | | | | | |
| Pacific | +17 | 0 | +25 | 21 | 7,762 | (3) | (3) | (3) | (3) | (3) | (3) | (3) |
| Dry goods | -2 | -4 | +18 | 180 | 35,043 | +29 | +2 | 143 | 100,766 | 341 | 255 | 321 |
| New England | -10 | -16 | +20 | 9 | 658 | +34 | -2 | 9 | 1,328 | 202 | 136 | 173 |
| Middle Atlantic | 0 | -9 | +31 | 48 | 7,029 | +26 | +6 | 33 | 13,720 | 290 | 216 | 254 |
| East North Central | -15 | +2 | +5 | 17 | 3,868 | +33 | -2 | 17 | 10,177 | 263 | 169 | 273 |
| West North Central | +5 | -2 | +21 | 19 | 11,892 | +27 | +1 | 17 | 43,516 | 368 | 304 | 355 |
| South Atlantic | -6 | -10 | +18 | 26 | 3,323 | +41 | +2 | 20 | 11,187 | 376 | 245 | 334 |
| East South Central | +3 | -12 | +15 | 15 | 1,278 | +33 | +7 | 10 | 4,225 | 443 | 343 | 361 |
| West South Central | -8 | -6 | +9 | 15 | 2,158 | +22 | -3 | 15 | 7,344 | 340 | 255 | 331 |
| Mountain | +2 | -3 | +25 | 6 | 473 | +40 | -4 | 5 | 1,671 | 390 | 276 | 388 |
| Pacific | -7 | +5 | +12 | 25 | 4,364 | +20 | +4 | 17 | 7,598 | 383 | 285 | 374 |
| Farm supplies | +43 | -12 | +15 | 18 | 3,912 | +23 | -16 | 7 | 440 | 42 | 40 | 39 |
| Fresh fruits and vegetables | -9 | 0 | 0 | 65 | 7,571 | +34 | -4 | 42 | 1,082 | 27 | 20 | 28 |
| New England | -7 | +19 | -2 | 9 | 542 | +44 | -1 | 8 | 72 | 18 | 11 | 20 |
| Middle Atlantic | -13 | +2 | -3 | 16 | 1,468 | -10 | 0 | 8 | 27 | 5 | 5 | 4 |
| East North Central | -18 | -8 | +4 | 13 | 2,605 | +14 | -4 | 8 | 156 | 30 | 22 | 28 |
| West North Central | +6 | -3 | -2 | 7 | 761 | -12 | -2 | 7 | 195 | 26 | 31 | 25 |
| South Atlantic | +13 | -7 | +12 | 6 | 387 | -45 | -9 | 4 | 31 | 11 | 22 | 11 |
| East South Central | +4 | +2 | +10 | 6 | 417 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +8 | +29 | +2 | 5 | 1,007 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |

See footnotes at end of table.

20922

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JUNE 195

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Kind of business and geographic division | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales[1] ratios | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | June 1951 panel | | Percent change | | June 1951 panel | | | | |
| | June 1951 from June 1950 | June 1951 from May 1951 | 6 mos. 1951 from 6 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | June 1951 from June 1950 | June 1951 from May 1951 | Number of establishments reporting | Reported dollar values (add 000) | June 1951 | June 1950 | May 1951 |
| Groceries, total | 0 | -2 | +12 | 843 | 127,964 | +22 | -4 | 665 | 150,485 | 151 | 123 | 155 |
| Non-affiliated full-line wholesalers[4] | +2 | -2 | +11 | 567 | 57,508 | +23 | -5 | 471 | 69,025 | 145 | 121 | 149 |
| New England | -6 | -1 | +8 | 5 | 1,015 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -6 | -1 | +7 | 19 | 2,074 | +13 | -7 | 10 | 1,938 | 143 | 118 | 150 |
| East North Central | -2 | +1 | +12 | 144 | 12,846 | +17 | -6 | 136 | 16,409 | 139 | 117 | 149 |
| West North Central | +6 | -1 | +11 | 66 | 6,787 | +33 | +2 | 51 | 7,967 | 153 | 125 | 148 |
| South Atlantic | +2 | -7 | +12 | 61 | 6,996 | +19 | -1 | 38 | 6,954 | 142 | 121 | 133 |
| East South Central | -1 | -7 | +10 | 40 | 4,278 | +19 | -7 | 30 | 4,534 | 134 | 111 | 134 |
| West South Central | +5 | -2 | +12 | 113 | 13,144 | +23 | -6 | 90 | 15,006 | 147 | 128 | 154 |
| Mountain | +4 | +2 | +14 | 22 | 2,284 | +22 | -6 | 19 | 2,962 | 139 | 118 | 151 |
| Pacific | +1 | -5 | +11 | 97 | 8,084 | +28 | -6 | 94 | 11,327 | 148 | 118 | 150 |
| Voluntary-group wholesalers | -2 | -1 | +12 | 166 | 47,787 | +24 | -4 | 125 | 58,605 | 154 | 122 | 161 |
| New England | +2 | +8 | +14 | 7 | 2,618 | +28 | -4 | 6 | 1,382 | 123 | 113 | 131 |
| Middle Atlantic | -1 | -1 | +12 | 41 | 13,867 | +24 | -6 | 29 | 16,027 | 151 | 118 | 158 |
| East North Central | +11 | +1 | +18 | 44 | 8,989 | +20 | -1 | 33 | 9,384 | 124 | 116 | 126 |
| West North Central | -9 | +1 | +6 | 33 | 10,172 | +32 | -2 | 33 | 21,170 | 208 | 143 | 215 |
| South Atlantic | +3 | -4 | +15 | 12 | 2,651 | +17 | -7 | 7 | 1,756 | 108 | 90 | 114 |
| Pacific | -4 | -12 | +14 | 16 | 4,873 | +32 | -5 | 4 | 2,658 | 115 | 102 | 128 |
| Retailer-cooperative warehouses | +8 | +4 | +16 | 20 | 9,088 | +14 | -1 | 15 | 5,989 | 143 | 127 | 128 |
| Specialty lines wholesalers | -8 | -3 | +15 | 90 | 13,581 | +17 | -5 | 54 | 16,866 | 166 | 130 | 168 |
| New England | +43 | +20 | +9 | 4 | 113 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -10 | +2 | +17 | 23 | 3,577 | +9 | -8 | 13 | 3,641 | 123 | 101 | 140 |
| East North Central | -6 | +29 | +2 | 10 | 811 | +12 | -2 | 4 | 181 | 71 | 66 | 71 |
| South Atlantic | +6 | -10 | +18 | 21 | 1,886 | +39 | +5 | 13 | 1,945 | 131 | 100 | 110 |
| East South Central | -4 | -14 | +13 | 5 | 467 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | +10 | +6 | +15 | 5 | 363 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -15 | -7 | +13 | 17 | 5,547 | +18 | -6 | 13 | 9,772 | 233 | 166 | 233 |
| Leather and shoe findings | +2 | -5 | +21 | 27 | 519 | +23 | -1 | 15 | 1,213 | 435 | 367 | 403 |
| Middle Atlantic | -4 | -6 | +12 | 6 | 44 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | +3 | +2 | +18 | 4 | 62 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West North Central | -10 | -5 | +4 | 5 | 60 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +7 | -3 | +29 | 7 | 309 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Meats and meat products | +13 | -4 | +24 | 40 | 25,071 | +31 | -8 | 34 | 10,078 | 50 | 45 | 54 |
| Middle Atlantic | +8 | -6 | +25 | 10 | 4,511 | +31 | +6 | 10 | 2,423 | 54 | 44 | 48 |
| East North Central | +18 | -10 | +26 | 13 | 10,167 | +21 | -18 | 12 | 4,699 | 49 | 48 | 53 |
| South Atlantic | +7 | -5 | +12 | 4 | 457 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +24 | +12 | +32 | 5 | 4,824 | +69 | +12 | 4 | 969 | 37 | 29 | 38 |
| Paper and its products | +23 | -3 | +39 | 59 | 9,425 | +12 | +4 | 36 | 7,654 | 119 | 130 | 112 |
| New England | +22 | -4 | +38 | 5 | 338 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +21 | -6 | +46 | 17 | 2,927 | 0 | +10 | 10 | 1,588 | 89 | 103 | 76 |
| East North Central | +22 | -9 | +37 | 18 | 3,466 | -2 | -1 | 11 | 2,090 | 79 | 100 | 72 |
| West North Central | +21 | -8 | +33 | 4 | 337 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +34 | +3 | +45 | 5 | 700 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | +7 | -10 | +27 | 5 | 538 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +33 | +34 | +34 | 5 | 1,059 | +40 | +2 | 5 | 2,224 | 210 | 200 | 276 |
| Petroleum | +6 | -15 | +15 | 28 | 4,694 | +25 | -1 | 28 | 5,363 | 114 | 97 | 98 |
| Shoes and other footwear | +24 | +4 | +29 | 39 | 24,686 | +29 | +6 | 34 | 80,802 | 330 | 319 | 324 |
| Tobacco products | +1 | 0 | +6 | 286 | 44,083 | +16 | -2 | 178 | 16,814 | 55 | 48 | 56 |
| New England | -3 | +1 | +2 | 25 | 3,253 | +25 | +2 | 14 | 647 | 52 | 40 | 49 |
| Middle Atlantic | +2 | +3 | +7 | 59 | 14,618 | +22 | -5 | 41 | 6,196 | 52 | 44 | 58 |
| East North Central | +2 | -2 | +7 | 70 | 8,518 | +12 | -1 | 41 | 2,729 | 56 | 52 | 56 |
| West North Central | +2 | +2 | +5 | 40 | 5,130 | +7 | +1 | 26 | 2,120 | 54 | 53 | 56 |
| South Atlantic | +1 | -5 | +8 | 25 | 5,024 | +26 | +7 | 21 | 2,606 | 60 | 47 | 52 |
| East South Central | +1 | -7 | +9 | 13 | 1,608 | +2 | -6 | 8 | 582 | 44 | 43 | 43 |
| West South Central | +1 | 0 | 0 | 28 | 2,479 | +3 | +6 | 11 | 722 | 55 | 53 | 52 |
| Mountain | +12 | -1 | +14 | 9 | 922 | +23 | -18 | 8 | 655 | 72 | 66 | 87 |
| Pacific | -4 | -4 | +8 | 17 | 2,531 | +3 | -3 | 8 | 557 | 57 | 52 | 56 |
| Wines and spirits[5] | +1 | 0 | +14 | 277 | 80,498 | +31 | -9 | 223 | 113,811 | 188 | 144 | 201 |
| New England | +7 | +8 | +23 | 26 | 4,866 | +25 | -4 | 18 | 4,422 | 150 | 122 | 164 |
| Middle Atlantic | +4 | +6 | +19 | 50 | 28,732 | +28 | -9 | 43 | 31,717 | 162 | 130 | 183 |
| East North Central | +6 | +5 | +19 | 41 | 10,029 | +20 | -5 | 27 | 11,231 | 152 | 139 | 171 |
| West North Central | -10 | -1 | +4 | 30 | 6,382 | +14 | -7 | 25 | 10,102 | 227 | 185 | 240 |
| South Atlantic | +2 | -8 | +12 | 42 | 10,485 | +38 | -11 | 39 | 16,455 | 166 | 122 | 170 |
| East South Central | +2 | -6 | +2 | 14 | 2,148 | +33 | -4 | 13 | 4,495 | 228 | 172 | 223 |
| West South Central | +3 | -10 | +3 | 40 | 7,731 | +12 | -16 | 34 | 14,955 | 208 | 191 | 222 |
| Mountain | -4 | -9 | +16 | 7 | 1,107 | +15 | -14 | 7 | 1,503 | 136 | 113 | 145 |
| Pacific | -12 | 0 | +16 | 27 | 9,018 | +79 | -3 | 17 | 18,931 | 311 | 151 | 306 |
| Miscellaneous | +47 | -1 | +15 | 50 | 7,497 | +31 | +3 | 30 | 10,746 | 188 | 155 | 108 |

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] To be published in the June issue of Trends in the Drug Trade.

[4] Not affiliated with voluntary or cooperative groups.

[5] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Central - East South Central and West South Central combined.
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Roy V. Peel, Director

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FOR RELEASE
AUGUST 31, 1951

JULY 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,181 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales for the month of July dropped 5 percent below the level of the previous month and indicated a 15 percent decrease below the unusually high sales of a year ago. Cumulative sales for the first seven months of 1951 were 16 percent above the corresponding period last year.

Regionally, all geographic divisions experienced sales declines below the previous month as well as under July 1950. Decreases below June ranged from 1 percent in the South Atlantic and East and West South Central regions to 10 percent in the East North Central area. Compared with a year ago, the South Atlantic division showed the smallest decrease (11%), while the West North Central region reported the heaviest decline (21%).

Most trades lagged behind June 1951 sales, with the largest drop, 22 percent, shown by farm supplies. Of the 36 kinds of business covered in this report, five reflected seasonal gains - refrigeration equipment (1%), dry goods (6%), beer (8%), clothing and furnishings (16%) and shoes and other footwear (24%). In comparison with a year ago, 17 trades, led by industrial supplies, showed sales gains up to 21 percent, while 19 trades indicated declines. Appliances and specialties, which reported the principal sales increases in July 1950, experienced the most substantial decrease (48%) below July 1950.

INVENTORIES

Wholesalers' inventories at the end of July registered the first month-to-month decrease since a year ago by dropping 3 percent below the level of the previous month. However, the dollar value of stocks on hand were up 44 percent over July 1950 inventories. All regions followed the national pattern with declines below June stock levels and gains over a year ago. According to the reports of 3,203 establishments submitting inventories in conjunction with sales, the July stock-sales ratio of 204 was 4 points higher than June, but about 84 points over July 31, 1950.

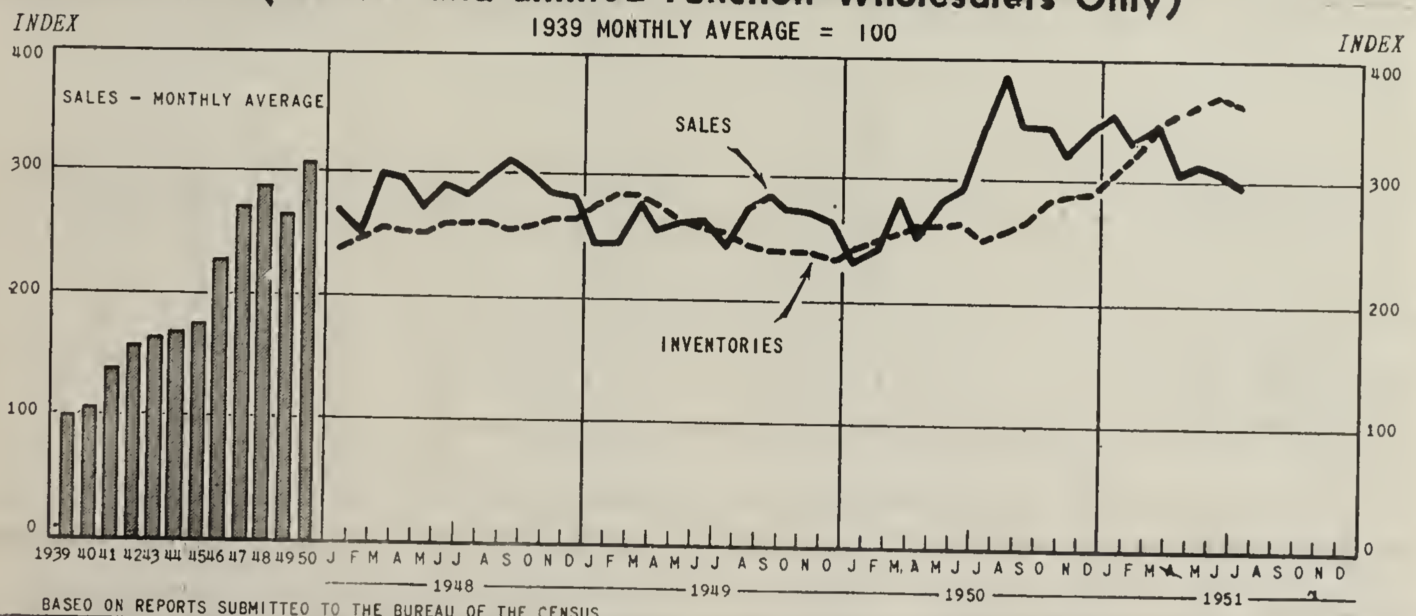
RETAIL

July sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were down 14 percent from the previous month and 14 percent lower than sales a year ago. Cumulative sales for the first seven months were 4 percent above the same period of 1950.

### TRENDS IN WHOLESALERS' SALES AND INVENTORIES

(Service and Limited Function Wholesalers Only)

1939 MONTHLY AVERAGE = 100



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## JULY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1951 panel | | Percent change | | July 1951 panel | | | | |
| | July 1951 from July 1950 | July 1951 from June 1951 | 7 mos. 1951 from 7 mos. 1950[2] | Number of estab-lishments report-ing | Reported dollar values (add 000) | July 1951 from July 1950 | July 1951 from June 1951 | Number of estab-lishments report-ing | Reported dollar values (add 000) | July 1951 | July 1950 | June 1951 |
| United States, total | -15 | -5 | +16 | 4,181 | $735,672 | +44 | -3 | 3,203 | $1,222,038 | 204 | 120 | 200 |
| New England | -18 | -5 | +16 | 240 | 31,563 | +54 | -1 | 178 | 47,201 | 199 | 106 | 194 |
| Middle Atlantic | -15 | -9 | +16 | 775 | 144,742 | +50 | -1 | 550 | 194,452 | 175 | 101 | 162 |
| East North Central | -13 | -10 | +19 | 829 | 135,382 | +38 | -8 | 658 | 189,571 | 166 | 104 | 163 |
| West North Central | -21 | -4 | +11 | 449 | 88,527 | +36 | -3 | 357 | 182,124 | 249 | 142 | 249 |
| South Atlantic | -11 | -1 | +16 | 533 | 84,253 | +52 | -3 | 408 | 137,543 | 194 | 115 | 202 |
| East South Central | -15 | -1 | +10 | 210 | 30,301 | +49 | -2 | 156 | 50,572 | 203 | 115 | 207 |
| West South Central | -17 | -1 | +10 | 396 | 64,535 | +40 | -3 | 312 | 115,892 | 216 | 126 | 220 |
| Mountain | -17 | -6 | +16 | 168 | 24,806 | +41 | 0 | 142 | 41,437 | 193 | 114 | 182 |
| Pacific | -19 | -5 | +19 | 531 | 98,845 | +53 | 0 | 392 | 172,253 | 230 | 118 | 216 |
| Automotive supplies | -7 | -2 | +23 | 300 | 20,089 | +27 | +1 | 183 | 21,954 | 283 | 188 | 265 |
| New England | -9 | +5 | +23 | 8 | 508 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -16 | -5 | +30 | 43 | 1,223 | +35 | +1 | 39 | 2,800 | 263 | 161 | 248 |
| East North Central | -12 | -2 | +21 | 65 | 3,805 | +42 | +2 | 52 | 7,277 | 294 | 173 | 271 |
| West North Central | -12 | -9 | +25 | 44 | 4,645 | +12 | -2 | 20 | 3,065 | 276 | 190 | 255 |
| South Atlantic | +2 | +15 | +21 | 22 | 3,563 | +24 | -1 | 12 | 1,847 | 295 | 245 | 291 |
| South Central | -1 | -1 | +17 | 15 | 2,574 | +15 | -1 | 9 | 1,425 | 241 | 139 | 218 |
| Mountain | -23 | -6 | +4 | 27 | 945 | +32 | -1 | 17 | 1,405 | 307 | 193 | 308 |
| Pacific | +4 | -4 | +33 | 76 | 2,826 | +18 | +9 | 31 | 3,826 | 302 | 258 | 270 |
| Electrical group, total | -27 | -7 | +21 | 667 | 128,130 | +130 | 0 | 593 | 302,440 | 251 | 80 | 232 |
| Full-line wholesalers | -25 | -7 | +23 | 428 | 102,725 | +140 | +1 | 420 | 260,896 | 258 | 81 | 238 |
| New England | -25 | -4 | +23 | 31 | 5,751 | +159 | +3 | 31 | 16,774 | 292 | 84 | 271 |
| Middle Atlantic | -13 | -11 | +29 | 61 | 16,492 | +167 | +3 | 59 | 45,308 | 280 | 91 | 243 |
| East North Central | -17 | -12 | +34 | 85 | 23,621 | +129 | +2 | 82 | 52,516 | 230 | 83 | 197 |
| West North Central | -34 | -11 | +17 | 43 | 8,316 | +131 | +3 | 43 | 24,337 | 293 | 83 | 253 |
| South Atlantic | -20 | -4 | +22 | 61 | 14,397 | +152 | -3 | 59 | 35,209 | 254 | 81 | 250 |
| East South Central | -38 | -1 | +4 | 26 | 4,433 | +135 | -4 | 26 | 11,499 | 259 | 69 | 265 |
| West South Central | -35 | +5 | +7 | 48 | 10,188 | +145 | -5 | 48 | 27,532 | 270 | 72 | 299 |
| Mountain | -31 | -11 | +21 | 19 | 3,688 | +114 | -2 | 19 | 9,376 | 254 | 82 | 230 |
| Pacific | -30 | -7 | +27 | 54 | 15,839 | +122 | +3 | 53 | 38,345 | 244 | 77 | 221 |
| Wiring supplies, construction materials distributors | +6 | -8 | +37 | 126 | 9,008 | +53 | 0 | 89 | 11,037 | 155 | 111 | 144 |
| New England | +20 | +1 | +58 | 14 | 724 | +51 | +15 | 5 | 407 | 219 | 148 | 194 |
| Middle Atlantic | +14 | -9 | +46 | 32 | 1,236 | +42 | +2 | 20 | 1,682 | 160 | 137 | 145 |
| East North Central | +7 | -13 | +54 | 30 | 2,817 | +53 | +1 | 25 | 3,916 | 160 | 114 | 143 |
| West North Central | -28 | -6 | 0 | 10 | 1,028 | +49 | -2 | 8 | 1,408 | 212 | 107 | 217 |
| South Atlantic | +17 | -16 | +19 | 14 | 1,413 | +82 | +1 | 10 | 1,474 | 127 | 80 | 102 |
| South Central | +27 | +2 | +55 | 10 | 923 | +54 | -6 | 8 | 977 | 123 | 106 | 130 |
| Mountain | -4 | +4 | +9 | 5 | 352 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +7 | 0 | +52 | 11 | 515 | +42 | -5 | 10 | 873 | 171 | 130 | 181 |
| Appliances and specialties wholesalers | -48 | -13 | +5 | 113 | 16,397 | +93 | -9 | 84 | 30,507 | 245 | 65 | 235 |
| New England | -57 | -14 | +18 | 13 | 894 | +132 | -4 | 11 | 1,887 | 243 | 43 | 217 |
| Middle Atlantic | -46 | -15 | +9 | 27 | 5,969 | +107 | -11 | 13 | 8,310 | 257 | 67 | 244 |
| East North Central | -54 | -22 | +4 | 21 | 1,820 | +104 | -11 | 15 | 4,116 | 275 | 57 | 236 |
| West North Central | -53 | -3 | +10 | 13 | 968 | +89 | -3 | 11 | 4,070 | 435 | 107 | 434 |
| South Atlantic | -45 | -5 | -3 | 13 | 2,676 | +64 | -6 | 11 | 4,269 | 207 | 70 | 197 |
| South Central | -41 | +1 | -15 | 10 | 1,336 | +78 | -9 | 8 | 2,645 | 204 | 67 | 225 |
| Mountain | -31 | +14 | +17 | 6 | 815 | +47 | -4 | 6 | 1,523 | 187 | 88 | 222 |
| Pacific | -50 | -22 | -3 | 10 | 1,919 | +115 | -18 | 9 | 3,687 | 200 | 46 | 191 |
| Furniture and house furnishings | -38 | -15 | +6 | 87 | 10,480 | +54 | -2 | 66 | 30,504 | 339 | 135 | 296 |
| New England | -22 | -8 | +9 | 4 | 461 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -52 | -18 | -4 | 15 | 1,458 | +92 | +1 | 10 | 5,311 | 513 | 123 | 385 |
| East North Central | -47 | -21 | +6 | 9 | 1,434 | +50 | -7 | 7 | 4,629 | 402 | 126 | 324 |
| West North Central | -44 | -20 | +4 | 14 | 1,447 | +56 | -1 | 14 | 6,397 | 442 | 160 | 356 |
| South Atlantic | -29 | -36 | -12 | 11 | 631 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -31 | 0 | +8 | 15 | 1,436 | +39 | -3 | 15 | 4,442 | 309 | 153 | 320 |
| Mountain | -37 | -9 | +6 | 7 | 877 | +38 | 0 | 5 | 1,908 | 284 | 149 | 264 |
| Pacific | -26 | -10 | +18 | 12 | 2,736 | +56 | +1 | 10 | 6,209 | 239 | 112 | 214 |
| ardware | -18 | -9 | +24 | 156 | 56,260 | +40 | -2 | 128 | 146,188 | 307 | 179 | 282 |
| New England | -12 | -23 | +25 | 4 | 478 | +33 | -1 | 4 | 1,963 | 411 | 274 | 316 |
| Middle Atlantic | -6 | -22 | +34 | 27 | 5,803 | +35 | -2 | 20 | 14,008 | 292 | 212 | 227 |
| East North Central | -25 | -9 | +20 | 26 | 10,586 | +41 | -4 | 25 | 31,506 | 306 | 164 | 288 |
| West North Central | -22 | -7 | +19 | 20 | 11,196 | +34 | -5 | 19 | 30,598 | 327 | 189 | 317 |
| South Atlantic | -19 | -5 | +19 | 25 | 5,248 | +39 | +3 | 20 | 14,102 | 302 | 177 | 280 |
| East South Central | -19 | -3 | +16 | 12 | 4,047 | +80 | -4 | 10 | 9,786 | 275 | 123 | 276 |
| West South Central | -16 | -6 | +15 | 15 | 4,758 | +36 | -3 | 9 | 8,872 | 304 | 197 | 310 |
| Mountain | -8 | -5 | +23 | 8 | 2,138 | +22 | 0 | 5 | 2,695 | 332 | 223 | 291 |
| Pacific | -13 | -10 | +38 | 19 | 12,006 | +43 | +1 | 16 | 32,658 | 303 | 181 | 271 |
| ndustrial supplies | +21 | -6 | +53 | 84 | 10,449 | +41 | +1 | 59 | 15,890 | 212 | 180 | 198 |
| New England | +27 | -14 | +60 | 7 | 372 | +20 | +1 | 6 | 1,060 | 369 | 375 | 306 |
| Middle Atlantic | +44 | -3 | +68 | 18 | 1,745 | +80 | +10 | 11 | 1,844 | 164 | 148 | 146 |
| East North Central | +24 | -10 | +57 | 8 | 1,330 | +59 | -3 | 6 | 1,476 | 202 | 144 | 184 |
| West North Central | +9 | -15 | +45 | 7 | 779 | +35 | -1 | 5 | 1,187 | 224 | 168 | 182 |
| South Atlantic | +4 | +1 | +41 | 11 | 948 | +31 | -2 | 10 | 2,112 | 227 | 180 | 234 |
| South Central | +10 | -4 | +44 | 25 | 4,180 | +40 | +1 | 15 | 6,500 | 218 | 169 | 206 |
| Pacific | +64 | -5 | +90 | 8 | 1,095 | +30 | -1 | 6 | 1,711 | 188 | 253 | 179 |
| ewelry | -28 | -15 | +22 | 155 | 4,373 | +49 | +5 | 84 | 17,175 | 572 | 262 | 456 |
| New England | -44 | -42 | +8 | 7 | 195 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -29 | -16 | +29 | 49 | 1,448 | +56 | +4 | 17 | 3,641 | 506 | 201 | 353 |
| East North Central | -28 | -16 | +16 | 36 | 915 | +42 | +8 | 23 | 4,744 | 588 | 300 | 465 |
| West North Central | -36 | -17 | +20 | 17 | 546 | +51 | +9 | 12 | 2,966 | 649 | 288 | 544 |
| South Atlantic | -17 | -7 | +15 | 7 | 256 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -36 | -2 | +7 | 5 | 78 | +13 | -2 | 4 | 341 | 509 | 262 | 465 |
| Pacific | - | -8 | +26 | 31 | 927 | +50 | +1 | 20 | 3,801 | 516 | 245 | 483 |

See footnotes at end of table.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## JULY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1951 panel | | Percent change | | July 1951 panel | | | | |
| | July 1951 from July 1950 | July 1951 from June 1951 | 7 mos. 1951 from 7 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | July 1951 from July 1950 | July 1951 from June 1951 | Number of establishments reporting | Reported dollar values (add 000) | July 1951 | July 1950 | June 1951 |
| Lumber and building materials | -15 | -11 | +13 | 80 | 13,575 | +42 | +1 | 56 | 15,453 | 158 | 98 | 140 |
| Middle Atlantic | +8 | +4 | +14 | 18 | 3,958 | +24 | -1 | 9 | 1,132 | 40 | 41 | 43 |
| East North Central | -18 | -4 | +10 | 11 | 1,383 | +78 | +1 | 8 | 1,319 | 131 | 61 | 126 |
| West North Central | -48 | -13 | -7 | 6 | 553 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | 0 | -8 | +20 | 11 | 1,873 | +50 | -1 | 9 | 1,500 | 159 | 103 | 157 |
| South Central | -25 | -17 | +10 | 5 | 814 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | -19 | -20 | +20 | 7 | 2,151 | +50 | +4 | 6 | 4,007 | 203 | 115 | 165 |
| Pacific | -26 | -20 | +21 | 9 | 1,245 | +43 | +3 | 7 | 2,584 | 245 | 126 | 197 |
| Machinery equipment, supplies (except electrical) | +18 | -12 | +41 | 48 | 8,495 | +27 | 0 | 36 | 15,350 | 202 | 185 | 178 |
| New England | +12 | -19 | +32 | 4 | 371 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +52 | -5 | +72 | 9 | 1,722 | +31 | +2 | 6 | 2,236 | 136 | 163 | 127 |
| East North Central | +15 | -22 | +45 | 12 | 1,238 | +37 | -2 | 9 | 1,968 | 177 | 148 | 152 |
| South Atlantic | +10 | -24 | +21 | 6 | 581 | +34 | +1 | 4 | 2,365 | 454 | 293 | 347 |
| South Central | -10 | -14 | +17 | 6 | 1,916 | +12 | 0 | 5 | 4,547 | 239 | 193 | 205 |
| Pacific | +50 | +6 | +71 | 7 | 1,208 | +24 | -1 | 5 | 1,534 | 213 | 251 | 215 |
| Metals | +18 | -2 | +40 | 44 | 12,905 | -3 | 0 | 39 | 15,663 | 125 | 153 | 122 |
| Paints and varnishes | +11 | -7 | +32 | 53 | 6,811 | +28 | +1 | 47 | 19,732 | 297 | 259 | 276 |
| Plumbing and heating supplies | -5 | -8 | +37 | 137 | 18,056 | +38 | -4 | 115 | 34,951 | 218 | 153 | 211 |
| New England | -41 | -5 | +7 | 7 | 299 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -7 | -12 | +31 | 34 | 2,620 | +43 | -4 | 26 | 4,524 | 199 | 137 | 184 |
| East North Central | -25 | -1 | +21 | 15 | 1,419 | +56 | -3 | 14 | 3,879 | 287 | 139 | 293 |
| West North Central | -29 | -9 | +18 | 14 | 1,434 | +52 | -2 | 12 | 3,727 | 270 | 133 | 257 |
| South Atlantic | +2 | -8 | +44 | 38 | 7,756 | +35 | -5 | 38 | 15,851 | 204 | 155 | 198 |
| East South Central | +28 | -8 | +58 | 11 | 2,138 | +27 | -8 | 9 | 3,803 | 196 | 211 | 194 |
| Pacific | +9 | -9 | +63 | 5 | 1,270 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | -16 | +1 | +11 | 68 | 2,246 | +30 | -1 | 62 | 4,918 | 255 | 168 | 270 |
| Middle Atlantic | -21 | +3 | -10 | 13 | 709 | +29 | -8 | 10 | 1,232 | 223 | 155 | 260 |
| East North Central | -18 | +8 | +8 | 14 | 170 | +11 | -1 | 14 | 529 | 311 | 229 | 337 |
| South Atlantic | -13 | -2 | +22 | 20 | 556 | +34 | 0 | 19 | 1,186 | 220 | 142 | 215 |
| Pacific | -16 | +16 | +20 | 13 | 339 | +45 | +5 | 13 | 1,076 | 317 | 184 | 352 |
| Surgical, medical, equipment, supplies | +5 | -4 | +36 | 32 | 4,708 | +36 | -3 | 28 | 6,464 | 148 | 113 | 145 |
| Middle Atlantic | -1 | -4 | +33 | 7 | 757 | -1 | -12 | 6 | 772 | 112 | 109 | 120 |
| East North Central | +14 | -1 | +46 | 9 | 2,070 | +64 | +3 | 8 | 2,785 | 143 | 100 | 138 |
| South Atlantic | -22 | -6 | +30 | 5 | 625 | +13 | -2 | 4 | 869 | 142 | 99 | 139 |
| South Central | +12 | 0 | +14 | 5 | 599 | +43 | -2 | 4 | 513 | 111 | 81 | 107 |
| Beer | +5 | +8 | +6 | 39 | 2,316 | +25 | +15 | 35 | 1,066 | 50 | 44 | 48 |
| Middle Atlantic | -1 | +20 | +3 | 8 | 584 | +19 | +10 | 7 | 102 | 18 | 15 | 19 |
| East North Central | +8 | +10 | +4 | 12 | 660 | +7 | -5 | 12 | 239 | 36 | 37 | 42 |
| West North Central | -3 | +8 | -3 | 5 | 155 | +20 | -3 | 4 | 67 | 85 | 64 | 0 |
| South Atlantic | +2 | -22 | +9 | 4 | 152 | -16 | -13 | 4 | 204 | 49 | 72 | 62 |
| Pacific | -1 | +2 | +12 | 5 | 374 | +5 | -6 | 4 | 200 | 62 | 58 | 69 |
| Chemicals, industrial | +16 | -3 | +43 | 14 | 2,903 | +22 | -1 | 9 | 1,574 | 64 | 65 | 64 |
| Clothing and furnishings (except shoes) | -15 | +16 | +14 | 25 | 3,100 | +47 | -1 | 18 | 5,338 | 234 | 162 | 300 |
| Confectionery | +4 | -1 | +10 | 44 | 1,460 | +8 | +2 | 26 | 915 | 101 | 95 | 94 |
| Middle Atlantic | +9 | -2 | +12 | 7 | 344 | -5 | +4 | 4 | 157 | 84 | 87 | 74 |
| East North Central | +13 | +15 | +7 | 5 | 135 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | -3 | -8 | +9 | 12 | 257 | +12 | -1 | 7 | 221 | 126 | 105 | 114 |
| South Central | +5 | -2 | +9 | 13 | 424 | +12 | +7 | 7 | 276 | 107 | 107 | 98 |
| Dairy and poultry products | +5 | -3 | +15 | 25 | 6,605 | +88 | +25 | 18 | 4,535 | 72 | 40 | 56 |
| Drugs and sundries (liquor excluded) | +10 | 0 | +16 | 194 | 53,148 | +21 | 0 | 154 | 84,897 | 199 | 181 | 198 |
| New England | +14 | +9 | +16 | 12 | 2,809 | +16 | -3 | 10 | 3,788 | 171 | 162 | 190 |
| Middle Atlantic | +9 | 0 | +14 | 26 | 9,622 | +13 | -2 | 18 | 10,172 | 168 | 165 | 174 |
| East North Central | +15 | -2 | +20 | 25 | 8,761 | +26 | 0 | 19 | 11,515 | 172 | 154 | 165 |
| West North Central | +5 | -6 | +12 | 19 | 5,594 | +17 | 0 | 16 | 9,269 | 194 | 167 | 183 |
| South Atlantic | +13 | +4 | +15 | 31 | 6,767 | +20 | +1 | 24 | 10,295 | 197 | 188 | 206 |
| East South Central | +14 | +10 | +14 | 17 | 3,558 | +18 | +3 | 13 | 5,776 | 198 | 191 | 211 |
| West South Central | +9 | +3 | +15 | 31 | 7.087 | +23 | +3 | 25 | 14,346 | 244 | 216 | 242 |
| Mountain | +4 | -2 | +17 | 11 | 1,607 | +26 | 0 | 9 | 3,960 | 261 | 212 | 256 |
| Pacific | +7 | -5 | +22 | 22 | 7,343 | +23 | 0 | 20 | 15,776 | 216 | 188 | 205 |
| Dry goods | -17 | +6 | +13 | 173 | 36,441 | +28 | -1 | 137 | 97,886 | 314 | 200 | 343 |
| New England | -12 | -1 | +16 | 7 | 461 | +53 | +8 | 7 | 1,163 | 252 | 144 | 232 |
| Middle Atlantic | -19 | -21 | +24 | 45 | 5,359 | +27 | -3 | 30 | 12,356 | 327 | 201 | 282 |
| East North Central | -21 | +9 | +1 | 17 | 4,282 | +26 | -2 | 17 | 10,288 | 240 | 150 | 265 |
| West North Central | -16 | +8 | +14 | 19 | 12,885 | +22 | -3 | 17 | 42,451 | 331 | 228 | 369 |
| South Atlantic | -3 | +28 | +14 | 26 | 4,201 | +41 | 0 | 20 | 10,844 | 281 | 195 | 368 |
| East South Central | -25 | +20 | +8 | 14 | 1,365 | +42 | +5 | 9 | 3,922 | 398 | 208 | 463 |
| West South Central | -26 | +26 | +2 | 15 | 2,711 | +25 | -2 | 15 | 7,196 | 265 | 158 | 340 |
| Mountain | -5 | +3 | +20 | 6 | 486 | +35 | -1 | 5 | 1,662 | 417 | 258 | 390 |
| Pacific | -17 | +16 | +7 | 24 | 4,691 | +41 | +7 | 17 | 8,004 | 427 | 202 | 426 |
| Farm supplies | +1 | -22 | +15 | 20 | 2,344 | +12 | +17 | 10 | 699 | 58 | 60 | 51 |
| Fresh fruits and vegetables | +4 | -9 | +1 | 67 | 7,053 | +37 | -8 | 41 | 1,011 | 27 | 21 | 28 |
| New England | +4 | +7 | -1 | 9 | 579 | +35 | -13 | 7 | 62 | 21 | 17 | 30 |
| Middle Atlantic | +8 | +2 | -1 | 18 | 1,855 | +11 | -4 | 10 | 156 | 19 | 18 | 18 |
| East North Central | -6 | -24 | +2 | 13 | 1,879 | -18 | -22 | 7 | 32 | 10 | 11 | 11 |
| West North Central | +22 | +22 | +2 | 7 | 926 | -13 | -13 | 6 | 168 | 19 | 27 | 27 |
| South Atlantic | +24 | -15 | +13 | 6 | 329 | +3 | +3 | 4 | 32 | 13 | 17 | 11 |
| East South Central | -2 | -26 | +8 | 6 | 309 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +11 | -13 | +2 | 5 | 872 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |

See footnotes at end of table.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## JULY 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | July 1951 panel | | Percent change | | July 1951 panel | | | | |
| | July 1951 from July 1950 | July 1951 from June 1951 | 7 mos. 1951 from 7 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | July 1951 from July 1950 | July 1951 from June 1951 | Number of establishments reporting | Reported dollar values (add 000) | July 1951 | July 1950 | June 1951 |
| Groceries, total | -18 | -4 | +7 | 858 | $127,148 | +24 | -3 | 665 | $146,467 | 153 | 101 | 150 |
| Nonaffiliated full-line wholesalers[3] | -16 | -4 | +6 | 568 | 56,498 | +23 | -3 | 470 | 68,765 | 148 | 101 | 146 |
| New England | -24 | -5 | 0 | 8 | 1,805 | +27 | -8 | 5 | 3,115 | 195 | 116 | 202 |
| Middle Atlantic | -17 | +3 | +2 | 20 | 2,363 | +8 | -4 | 12 | 2,227 | 129 | 106 | 147 |
| East North Central | -19 | -8 | +6 | 146 | 12,195 | +17 | -2 | 135 | 15,800 | 148 | 103 | 140 |
| West North Central | -16 | -6 | +6 | 60 | 6,133 | +28 | -4 | 51 | 7,823 | 150 | 97 | 146 |
| South Atlantic | -9 | -2 | +9 | 65 | 7,197 | +19 | -7 | 39 | 6,575 | 133 | 101 | 140 |
| East South Central | -15 | 0 | +5 | 40 | 4,689 | +17 | -2 | 28 | 4,705 | 132 | 95 | 136 |
| West South Central | -17 | -6 | +7 | 112 | 12,382 | +22 | +1 | 89 | 15,084 | 158 | 109 | 146 |
| Mountain | -14 | -5 | +10 | 21 | 1,976 | +27 | 0 | 18 | 2,687 | 147 | 101 | 139 |
| Pacific | -17 | -2 | +6 | 96 | 7,758 | +36 | -4 | 93 | 10,749 | 146 | 89 | 150 |
| Voluntary-group wholesalers | -18 | -3 | +7 | 172 | 48,555 | +28 | -3 | 117 | 55,007 | 158 | 100 | 154 |
| New England | -19 | -9 | +8 | 9 | 2,958 | +13 | -4 | 7 | 1,692 | 114 | 89 | 116 |
| Middle Atlantic | -23 | -7 | +5 | 44 | 13,142 | +28 | -7 | 31 | 15,031 | 153 | 92 | 151 |
| East North Central | -15 | -5 | +12 | 46 | 10,496 | +16 | -3 | 24 | 7,647 | 120 | 88 | 118 |
| West North Central | -24 | -2 | +1 | 32 | 9,245 | +41 | +1 | 32 | 20,418 | 221 | 119 | 215 |
| South Atlantic | -12 | -6 | +10 | 12 | 2,516 | +29 | +1 | 6 | 1,500 | 112 | 72 | 104 |
| Pacific | -8 | +22 | +10 | 15 | 5,495 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Retailer-cooperative warehouses | -12 | -4 | +11 | 21 | 9,046 | +12 | -5 | 16 | 5,787 | 126 | 94 | 143 |
| Specialty lines wholesalers | -23 | -8 | +9 | 97 | 13,049 | +19 | -3 | 62 | 16,908 | 169 | 110 | 161 |
| New England | +9 | -16 | +9 | 5 | 141 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -22 | -5 | +10 | 24 | 3,432 | +17 | -7 | 16 | 3,431 | 120 | 81 | 121 |
| East North Central | -31 | -25 | -3 | 11 | 608 | -1 | -1 | 4 | 179 | 76 | 77 | 71 |
| South Atlantic | -7 | -10 | +14 | 23 | 1,919 | +32 | -4 | 15 | 2,102 | 134 | 96 | 126 |
| East South Central | -7 | -4 | +10 | 6 | 534 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | -10 | -10 | +11 | 5 | 327 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | -1 | -21 | +38 | 4 | 529 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -32 | -4 | +5 | 16 | 5,284 | +20 | 0 | 12 | 9,698 | 249 | 138 | 234 |
| Leather and shoe findings | -23 | -10 | +13 | 28 | 483 | +20 | -2 | 15 | 1,279 | 462 | 316 | 446 |
| Middle Atlantic | -14 | -5 | +8 | 5 | 37 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | -33 | -6 | +9 | 5 | 62 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West North Central | -24 | 0 | -2 | 5 | 60 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -19 | -15 | +21 | 7 | 264 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Meats and meat products | +14 | -2 | +23 | 38 | 24,262 | +13 | -10 | 32 | 8,708 | 46 | 45 | 50 |
| Middle Atlantic | +11 | 0 | +23 | 9 | 4,404 | +18 | -6 | 9 | 2,047 | 46 | 44 | 49 |
| East North Central | +9 | -1 | +23 | 13 | 10,105 | +1 | -18 | 12 | 3,848 | 41 | 44 | 49 |
| South Atlantic | +15 | +5 | +13 | 4 | 479 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +27 | -5 | +31 | 4 | 4,333 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Paper and its products | +17 | -11 | +36 | 62 | 9,223 | +15 | +1 | 38 | 9,027 | 138 | 142 | 124 |
| New England | +19 | -2 | +35 | 5 | 331 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +33 | -12 | +45 | 18 | 2,659 | -4 | -2 | 10 | 1,533 | 97 | 137 | 91 |
| East North Central | +13 | -17 | +33 | 18 | 3,313 | +11 | +3 | 12 | 3,207 | 115 | 118 | 94 |
| West North Central | +1 | +4 | +28 | 4 | 351 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +8 | -8 | +39 | 6 | 695 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -3 | -15 | +23 | 4 | 460 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +15 | -1 | +30 | 7 | 1,414 | +32 | +2 | 6 | 2,455 | 211 | 180 | 214 |
| Petroleum | +2 | -2 | +13 | 29 | 4,598 | +25 | 0 | 28 | 5,345 | 117 | 95 | 114 |
| Shoes and other footwear | +9 | +24 | +25 | 38 | 30,578 | +32 | -4 | 33 | 77,537 | 257 | 213 | 331 |
| Tobacco products | -1 | -4 | +5 | 270 | 39,712 | +14 | +1 | 163 | 14,960 | 56 | 49 | 54 |
| New England | -6 | -7 | 0 | 23 | 2,897 | +20 | -3 | 13 | 588 | 53 | 44 | 52 |
| Middle Atlantic | -3 | -7 | +5 | 56 | 13,256 | +17 | +6 | 35 | 5,925 | 59 | 48 | 52 |
| East North Central | -1 | -4 | +6 | 68 | 8,196 | +15 | -1 | 38 | 2,728 | 59 | 51 | 56 |
| West North Central | +4 | 0 | +5 | 40 | 5,298 | +9 | +2 | 27 | 2,316 | 57 | 56 | 56 |
| South Atlantic | 0 | -2 | +7 | 21 | 3,476 | +18 | -6 | 17 | 1,350 | 48 | 39 | 50 |
| East South Central | +9 | +2 | +9 | 13 | 1,321 | -5 | +2 | 8 | 481 | 47 | 53 | 47 |
| West South Central | 0 | -1 | 0 | 24 | 2,096 | +10 | -6 | 10 | 569 | 51 | 44 | 52 |
| Mountain | +9 | 0 | +13 | 9 | 920 | +9 | -7 | 8 | 609 | 68 | 67 | 72 |
| Pacific | -7 | -3 | +7 | 16 | 2,252 | +1 | -5 | 7 | 394 | 51 | 50 | 53 |
| Wines and spirits[4] | -34 | -10 | +5 | 303 | 78,983 | +41 | -5 | 246 | 120,664 | 194 | 91 | 187 |
| New England | -33 | -11 | +11 | 27 | 4,979 | +31 | -7 | 20 | 5,233 | 152 | 79 | 146 |
| Middle Atlantic | -30 | -16 | +9 | 56 | 26,034 | +44 | -2 | 50 | 36,639 | 188 | 90 | 168 |
| East North Central | -30 | -6 | +10 | 42 | 10,126 | +44 | -4 | 29 | 14,023 | 168 | 85 | 166 |
| West North Central | -51 | -16 | -7 | 29 | 5,381 | +35 | -2 | 24 | 10,206 | 267 | 94 | 230 |
| South Atlantic | -27 | -5 | +6 | 44 | 10,774 | +38 | -5 | 40 | 15,375 | 152 | 81 | 152 |
| East South Central | -16 | +3 | 0 | 15 | 2,389 | +14 | -19 | 13 | 3,661 | 176 | 129 | 228 |
| West South Central | -30 | -4 | -2 | 40 | 6,894 | +16 | -11 | 33 | 12,992 | 205 | 124 | 222 |
| Mountain | -33 | +1 | +7 | 11 | 1,855 | +9 | -3 | 10 | 1,996 | 121 | 72 | 125 |
| Pacific | -46 | -8 | +2 | 39 | 10,551 | +75 | -6 | 27 | 20,539 | 299 | 88 | 279 |
| Miscellaneous | -4 | -8 | +21 | 49 | 7,002 | +26 | +6 | 38 | 11,139 | 228 | 168 | 180 |

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Ne
N. Dak., S. Dak.)
South Central - East South Central and West South Central combined.

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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Ref

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, *Secretary*
BUREAU OF THE CENSUS
Roy V. Peel, *Director*

FOR RELEASE
OCTOBER 3, 1951

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UNIVERSITY OF ILLINOIS

## AUGUST 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,152 wholesale establishments in various lines of business.

### SALES

August sales of wholesalers jumped 13 percent above July in a higher than normal seasonal gain, but were 14 percent below the abnormally high sales of August a year ago. Cumulative sales for the first eight months of 1951 were 11 percent ahead of the comparable period last year.

Regionally, all geographic divisions followed the national pattern with sales gains over the previous month and declines below August 1950. Seasonal increases over July ranged from 9 percent in the Mountain region to 16 percent in the West South Central area. Compared with a year ago, August sales trends varied from a decrease of 9 percent in the West South Central region to a 22 percent drop in the West North Central division.

With the exception of grocery retailer-cooperative warehouses (-1%), industrial chemicals (-4%), and fresh fruits and vegetables (-14%), all trades covered in this report indicated sales 3 to 72 percent higher than a month ago. While most gains were moderate seasonal increases, substantially higher levels were reflected in several trades--dry goods (38%), coal (39%), clothing and furnishings (50%) and jewelry (72%). Although 18 trades experienced declines of 6 to 48 percent below August 1950 sales, only two trades, furniture and house furnishings (-3%), and appliances and specialties (-4%) reported sales during the first eight months below the same period a year ago.

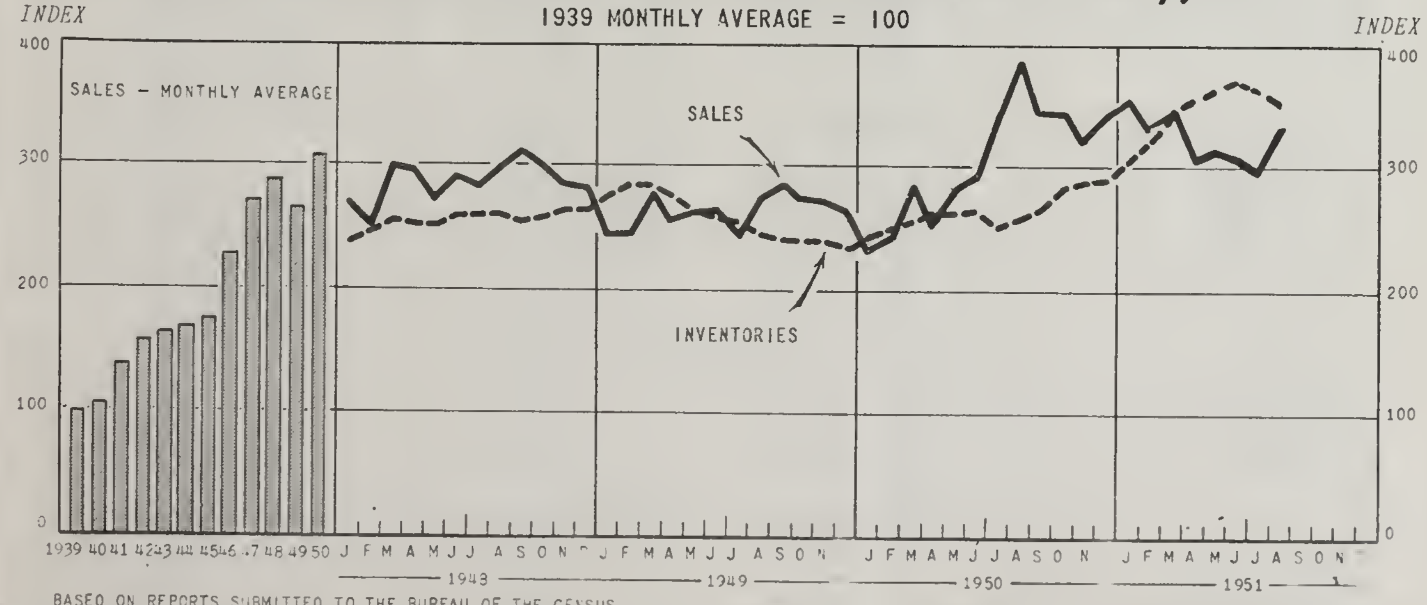
### INVENTORIES

Inventories of wholesalers on August 31 declined 3 percent below the July 31 stock level, the second decrease in two months after eleven successive increases since July 1950. However, inventories were still 38 percent higher than stocks on hand August 31, 1950. All regions showed inventory declines below the previous month with little variation from the national pattern. However, gains over a year ago ranged from 30 percent in the West South Central region to 49 percent in New England. According to the reports of 3,184 establishments submitting inventories in conjunction with sales, the August stock-sales ratio of 176 was 29 points below July, but 66 points over August 1950.

### RETAIL

August sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were up 13 percent over the previous month but 10 percent lower than sales a year ago.

**TRENDS IN WHOLESALERS' SALES AND INVENTORIES**
**(Service and Limited Function Wholesalers Only)**
1939 MONTHLY AVERAGE = 100



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales, ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1951 panel | | Percent change | | August 1951 panel | | | | |
| | Aug. 1951 from Aug. 1950 | Aug. 1951 from July 1951 | 8 mos. 1951 from 8 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Aug. 1951 from Aug. 1950 | Aug. 1951 from July 1951 | Number of establishments reporting | Reported dollar values (add 000) | Aug. 1951 | Aug. 1950 | July 1951 |
| United States, total | -14 | +13 | +11 | 4,152 | $810,148 | +38 | -3 | 3,184 | $1,182,958 | 176 | 110 | 205 |
| New England | -18 | +12 | +10 | 235 | 35,338 | +49 | -2 | 172 | 46,034 | 175 | 96 | 199 |
| Middle Atlantic | -19 | +11 | +10 | 799 | 162,022 | +37 | -1 | 568 | 189,851 | 155 | 95 | 173 |
| East North Central | -10 | +14 | +15 | 827 | 152,498 | +37 | -3 | 667 | 195,876 | 150 | 97 | 178 |
| West North Central | -22 | +15 | +5 | 444 | 101,561 | +33 | -4 | 353 | 173,623 | 207 | 121 | 249 |
| South Atlantic | -11 | +11 | +12 | 516 | 91,427 | +43 | -4 | 403 | 129,210 | 169 | 104 | 195 |
| East South Central | -11 | +15 | +7 | 206 | 34,998 | +43 | -3 | 152 | 50,179 | 175 | 107 | 208 |
| West South Central | -9 | +16 | +7 | 389 | 71,562 | +30 | -3 | 308 | 109,286 | 183 | 129 | 221 |
| Mountain | -13 | +9 | +11 | 168 | 27,205 | +32 | -3 | 136 | 40,104 | 170 | 114 | 190 |
| Pacific | -15 | +12 | +13 | 518 | 105,161 | +43 | -4 | 375 | 156,244 | 191 | 112 | 227 |
| Automotive supplies | -10 | +16 | +17 | 294 | 22,654 | +24 | -1 | 180 | 20,837 | 242 | 175 | 282 |
| New England | -10 | +32 | +16 | 8 | 671 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -18 | +5 | +21 | 45 | 1,324 | +32 | -1 | 41 | 2,941 | 256 | 158 | 271 |
| East North Central | -9 | +22 | +16 | 65 | 4,645 | +36 | -3 | 52 | 7,063 | 252 | 158 | 295 |
| West North Central | -15 | +15 | +17 | 43 | 5,476 | +10 | 0 | 20 | 3,323 | 218 | 203 | 269 |
| South Atlantic | +1 | +17 | +17 | 19 | 3,574 | 0 | -3 | 10 | 1,145 | 273 | 237 | 304 |
| South Central | -10 | +20 | +12 | 14 | 3,039 | +14 | -1 | 8 | 1,331 | 170 | 138 | 240 |
| Mountain | -13 | +12 | +2 | 25 | 889 | +25 | -1 | 15 | 943 | 259 | 172 | 309 |
| Pacific | -11 | +8 | +25 | 75 | 3,036 | +24 | -2 | 31 | 3,634 | 261 | 209 | 298 |
| Electrical group, total | -26 | +10 | +13 | 667 | 139,825 | +141 | -5 | 593 | 283,537 | 216 | 67 | 251 |
| Full-line wholesalers | -23 | +8 | +16 | 427 | 110,082 | +158 | -5 | 419 | 244,888 | 226 | 68 | 258 |
| New England | -25 | +12 | +14 | 32 | 6,641 | +167 | -3 | 32 | 17,148 | 258 | 72 | 297 |
| Middle Atlantic | -29 | 0 | +19 | 64 | 16,644 | +197 | -3 | 62 | 44,272 | 273 | 65 | 279 |
| East North Central | -17 | +10 | +25 | 85 | 25,852 | +139 | -8 | 83 | 47,564 | 190 | 65 | 227 |
| West North Central | -33 | +12 | +8 | 44 | 9,443 | +160 | -3 | 44 | 23,639 | 250 | 65 | 291 |
| South Atlantic | -19 | +8 | +16 | 62 | 15,576 | +155 | -7 | 60 | 33,194 | 220 | 70 | 254 |
| East South Central | -25 | +14 | -1 | 26 | 4,866 | +160 | -8 | 25 | 9,941 | 209 | 61 | 259 |
| West South Central | -15 | +9 | +4 | 47 | 10,518 | +145 | -9 | 47 | 23,713 | 225 | 78 | 271 |
| Mountain | -28 | +6 | +13 | 19 | 3,910 | +132 | -3 | 19 | 9,092 | 233 | 72 | 254 |
| Pacific | -22 | +10 | +18 | 48 | 16,632 | +156 | -2 | 47 | 36,325 | 220 | 67 | 246 |
| Wiring supplies, construction materials distributors | +2 | +11 | +34 | 133 | 10,808 | +44 | -3 | 93 | 11,084 | 140 | 100 | 157 |
| New England | +6 | +12 | +49 | 14 | 809 | +55 | -3 | 5 | 396 | 186 | 111 | 219 |
| Middle Atlantic | +12 | +13 | +41 | 34 | 1,571 | +36 | -3 | 20 | 1,625 | 135 | 120 | 155 |
| East North Central | +6 | +19 | +46 | 32 | 3,455 | +41 | -2 | 25 | 3,595 | 145 | 108 | 177 |
| West North Central | -20 | +13 | +10 | 10 | 1,164 | +32 | -6 | 8 | 1,329 | 185 | 102 | 212 |
| South Atlantic | +21 | +10 | +22 | 16 | 2,057 | +87 | -1 | 12 | 1,839 | 103 | 67 | 112 |
| South Central | -4 | -6 | +42 | 12 | 1,045 | +28 | -5 | 10 | 1,209 | 132 | 101 | 130 |
| Mountain | -31 | +10 | +4 | 4 | 175 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -20 | -6 | +37 | 11 | 532 | +33 | -5 | 10 | 983 | 187 | 112 | 185 |
| Appliances and specialties wholesalers | -48 | +23 | -4 | 107 | 18,935 | +81 | -6 | 81 | 27,565 | 184 | 57 | 247 |
| New England | -53 | +44 | +7 | 6 | 1,153 | +218 | -10 | 4 | 1,449 | 151 | 21 | 236 |
| Middle Atlantic | -52 | +21 | -2 | 26 | 7,212 | +105 | -5 | 14 | 7,994 | 191 | 56 | 258 |
| East North Central | -46 | +47 | -5 | 18 | 2,441 | +56 | -3 | 14 | 3,974 | 180 | 62 | 273 |
| West North Central | -41 | +23 | +1 | 13 | 1,060 | +59 | -8 | 11 | 3,402 | 336 | 121 | 447 |
| South Atlantic | -49 | +5 | -11 | 15 | 2,653 | +75 | -8 | 14 | 4,223 | 181 | 53 | 210 |
| South Central | -32 | +17 | -17 | 12 | 1,740 | +53 | -13 | 10 | 2,600 | 153 | 67 | 205 |
| Pacific | -41 | +30 | -9 | 14 | 2,516 | +96 | -3 | 11 | 3,498 | 145 | 43 | 197 |
| Furniture and house furnishings | -41 | +28 | -3 | 89 | 14,041 | +53 | -3 | 70 | 29,613 | 244 | 92 | 323 |
| New England | -35 | +23 | +2 | 5 | 731 | +19 | -3 | 4 | 1,240 | 177 | 96 | 224 |
| Middle Atlantic | -46 | +38 | -12 | 17 | 2,282 | +84 | +5 | 13 | 6,017 | 339 | 100 | 460 |
| East North Central | -51 | +35 | -4 | 8 | 1,753 | +73 | -2 | 6 | 4,278 | 289 | 77 | 428 |
| West North Central | -51 | +36 | -7 | 14 | 1,975 | +51 | -7 | 14 | 5,979 | 303 | 97 | 442 |
| South Atlantic | -15 | +39 | -12 | 11 | 876 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -40 | +27 | -1 | 15 | 1,826 | +52 | -8 | 15 | 4,093 | 224 | 89 | 309 |
| Mountain | -22 | -3 | +1 | 7 | 1,124 | +1 | +9 | 5 | 1,686 | 209 | 176 | 162 |
| Pacific | -34 | +27 | +8 | 12 | 3,474 | +51 | -10 | 10 | 5,557 | 168 | 73 | 239 |
| Hardware | -22 | +14 | +16 | 159 | 63,494 | +41 | -6 | 132 | 136,648 | 251 | 139 | 307 |
| New England | -31 | +5 | +16 | 4 | 504 | +31 | -3 | 4 | 1,902 | 377 | 198 | 411 |
| Middle Atlantic | -20 | +24 | +24 | 37 | 8,500 | +24 | -15 | 29 | 14,168 | 195 | 128 | 291 |
| East North Central | -20 | +20 | +13 | 25 | 12,279 | +42 | -5 | 24 | 28,342 | 236 | 134 | 302 |
| West North Central | -21 | +12 | +12 | 18 | 12,183 | +40 | -5 | 17 | 28,093 | 275 | 152 | 327 |
| South Atlantic | -23 | +12 | +12 | 21 | 5,553 | +38 | -4 | 19 | 13,829 | 262 | 146 | 303 |
| East South Central | -26 | +12 | +7 | 13 | 5,124 | +71 | -5 | 11 | 11,096 | 242 | 104 | 284 |
| West South Central | -23 | +10 | +9 | 15 | 5,142 | +39 | -1 | 9 | 8,754 | 272 | 151 | 304 |
| Mountain | -28 | 0 | +14 | 7 | 2,250 | +30 | -1 | 4 | 2,911 | 294 | 177 | 321 |
| Pacific | -23 | +11 | +27 | 19 | 11,959 | +46 | -4 | 15 | 27,553 | 265 | 141 | 308 |
| Industrial supplies | +9 | +8 | +46 | 85 | 11,369 | +39 | -1 | 61 | 16,114 | 192 | 152 | 214 |
| New England | -2 | 0 | +50 | 7 | 371 | +17 | 0 | 6 | 1,060 | 362 | 294 | 369 |
| Middle Atlantic | -13 | -5 | +60 | 20 | 1,750 | +63 | -6 | 13 | 2,113 | 175 | 138 | 183 |
| East North Central | +17 | +16 | +49 | 7 | 1,537 | +46 | -3 | 6 | 1,433 | 180 | 122 | 202 |
| West North Central | +7 | +13 | +38 | 7 | 883 | +32 | -2 | 5 | 1,167 | 193 | 142 | 224 |
| South Atlantic | -4 | +15 | +32 | 11 | 1,090 | +32 | -2 | 10 | 2,072 | 194 | 139 | 227 |
| South Central | +5 | +9 | +37 | 25 | 4,549 | +42 | +1 | 15 | 6,562 | 192 | 150 | 218 |
| Pacific | +32 | +9 | +79 | 8 | 1,189 | +30 | 0 | 6 | 1,707 | 173 | 185 | 188 |
| Jewelry | -25 | +72 | +13 | 152 | 6,856 | +23 | -6 | 83 | 14,884 | 299 | 181 | 542 |
| New England | -5 | +121 | +7 | 6 | 415 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -29 | +68 | +18 | 50 | 1,967 | +27 | -1 | 19 | 3,656 | 293 | 164 | 505 |
| East North Central | -26 | +97 | +7 | 39 | 1,832 | +20 | -6 | 25 | 4,622 | 292 | 181 | 596 |
| West North Central | -30 | +82 | +11 | 14 | 844 | +47 | +2 | 10 | 2,286 | 336 | 169 | 592 |
| South Atlantic | +3 | +67 | +13 | 6 | 330 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -36 | +45 | 0 | 5 | 113 | +5 | -5 | 4 | 323 | 308 | 187 | 509 |
| Pacific | -24 | +42 | +16 | 29 | 1,345 | +6 | -19 | 19 | 3,294 | 309 | 215 | 532 |

See footnotes at end of table.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1951 panel | | Percent change | | August 1951 panel | | | | |
| | Aug. 1951 from Aug. 1950 | Aug. 1951 from July 1951 | 8 mos. 1951 from 8 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Aug. 1951 from Aug. 1950 | Aug. 1951 from July 1951 | Number of establishments reporting | Reported dollar values (add 000) | Aug. 1951 | Aug. 1950 | July 1951 |
| Lumber and building materials | -13 | +17 | +9 | 77 | 15,651 | +38 | -6 | 55 | 14,462 | 128 | 83 | 157 |
| Middle Atlantic | +14 | +5 | +14 | 17 | 4,025 | +27 | 0 | 9 | 1,133 | 37 | 39 | 40 |
| East North Central | -4 | +17 | +7 | 11 | 1,619 | +82 | +1 | 8 | 1,329 | 112 | 64 | 131 |
| West North Central | -19 | +35 | -9 | 5 | 681 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | -24 | +7 | +12 | 11 | 2,012 | +27 | -1 | 9 | 1,484 | 155 | 106 | 159 |
| South Central | +4 | +32 | +9 | 5 | 1,077 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | -15 | +27 | +14 | 7 | 2,733 | +52 | -8 | 6 | 3,691 | 153 | 87 | 203 |
| Pacific | -17 | +30 | +15 | 9 | 1,622 | +30 | -12 | 7 | 2,266 | 166 | 104 | 245 |
| Machinery equipment, supplies (except electrical) | +25 | +26 | +38 | 47 | 10,195 | +28 | +2 | 34 | 14,448 | 160 | 157 | 203 |
| New England | -13 | +12 | +24 | 5 | 479 | +18 | -2 | 4 | 1,021 | 280 | 204 | 332 |
| Middle Atlantic | +35 | +12 | +66 | 9 | 1,665 | +34 | +2 | 5 | 1,926 | 125 | 127 | 136 |
| East North Central | +10 | +21 | +39 | 11 | 1,485 | +43 | +7 | 9 | 2,115 | 166 | 118 | 177 |
| South Atlantic | -11 | +34 | +16 | 6 | 776 | +38 | 0 | 4 | 2,362 | 340 | 221 | 454 |
| South Central | +54 | +85 | +22 | 6 | 3,541 | +15 | +5 | 5 | 4,768 | 136 | 183 | 239 |
| Pacific | +9 | -20 | +63 | 6 | 788 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Metals | -9 | +6 | +31 | 44 | 13,738 | +3 | +1 | 39 | 15,825 | 118 | 105 | 125 |
| Paints and varnishes | 0 | +4 | +27 | 52 | 6,902 | +20 | -3 | 46 | 18,482 | 274 | 230 | 295 |
| Plumbing and heating supplies | -19 | +10 | +25 | 134 | 19,480 | +41 | -4 | 112 | 32,628 | 189 | 109 | 217 |
| New England | -38 | +28 | -3 | 7 | 382 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -18 | +10 | +21 | 34 | 2,848 | +43 | 0 | 27 | 4,662 | 187 | 107 | 201 |
| East North Central | -30 | +12 | +12 | 14 | 1,464 | +62 | -3 | 12 | 3,298 | 259 | 112 | 295 |
| West North Central | -33 | +19 | +5 | 14 | 1,688 | +51 | -4 | 12 | 3,564 | 224 | 98 | 272 |
| South Atlantic | -18 | +11 | +31 | 38 | 8,598 | +41 | -6 | 38 | 14,975 | 174 | 101 | 204 |
| East South Central | -3 | +6 | +45 | 11 | 2,267 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -13 | -4 | +49 | 4 | 1,072 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | -18 | +3 | +6 | 66 | 2,142 | +16 | 0 | 56 | 4,238 | 248 | 174 | 253 |
| Middle Atlantic | -27 | 0 | -14 | 13 | 723 | +14 | -4 | 11 | 1,277 | 210 | 135 | 216 |
| East North Central | -23 | 0 | +2 | 22 | 332 | +9 | +5 | 17 | 870 | 405 | 263 | 335 |
| South Atlantic | -10 | +7 | +17 | 18 | 465 | +20 | +2 | 18 | 1,025 | 220 | 165 | 232 |
| Pacific | -22 | +4 | +14 | 6 | 135 | +31 | -2 | 5 | 269 | 332 | 238 | 342 |
| Surgical, medical, equipment, supplies | +5 | +7 | +32 | 34 | 5,125 | +33 | -3 | 29 | 6,342 | 136 | 107 | 149 |
| Middle Atlantic | -8 | 0 | +27 | 5 | 628 | +7 | +11 | 4 | 553 | 98 | 83 | 89 |
| East North Central | +2 | +2 | +40 | 9 | 2,106 | +45 | -8 | 8 | 2,557 | 130 | 90 | 143 |
| South Atlantic | +14 | +9 | +28 | 6 | 711 | +28 | -5 | 5 | 913 | 132 | 119 | 150 |
| South Central | +17 | +16 | +26 | 6 | 774 | +30 | +2 | 4 | 522 | 96 | 90 | 111 |
| Beer | +7 | +6 | +6 | 40 | 2,432 | -8 | -3 | 34 | 764 | 36 | 41 | 38 |
| Middle Atlantic | +11 | +9 | +4 | 9 | 646 | -15 | -1 | 7 | 101 | 16 | 21 | 18 |
| East North Central | 0 | +3 | +4 | 13 | 708 | +9 | +7 | 12 | 256 | 38 | 35 | 36 |
| West North Central | +13 | +12 | -1 | 4 | 145 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +16 | +7 | +12 | 5 | 488 | -26 | -18 | 4 | 167 | 39 | 62 | 49 |
| Pacific | -3 | +3 | +10 | 4 | 306 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Chemicals, industrial | -11 | -4 | +33 | 15 | 2,983 | +44 | +7 | 10 | 1,977 | 78 | 50 | 69 |
| Clothing and furnishings (except shoes) | -19 | +50 | +7 | 24 | 4,536 | +16 | -6 | 15 | 4,463 | 146 | 107 | 220 |
| Coal | +3 | +39 | +21 | 18 | 3,698 | +13 | +11 | 17 | 6,062 | 166 | 151 | 208 |
| Confectionery | +6 | +8 | +9 | 38 | 1,284 | +5 | -2 | 23 | 799 | 94 | 95 | 107 |
| Middle Atlantic | +11 | +10 | +13 | 7 | 381 | -11 | -3 | 4 | 153 | 71 | 80 | 84 |
| South Atlantic | -4 | +6 | +7 | 12 | 273 | +9 | 0 | 7 | 222 | 116 | 101 | 126 |
| South Central | +14 | +14 | +13 | 10 | 326 | +7 | -7 | 6 | 213 | 100 | 120 | 131 |
| Dairy and poultry products | +17 | +8 | +16 | 21 | 6,917 | +16 | -15 | 15 | 3,322 | 50 | 50 | 64 |
| Drugs and sundries (liquor excluded) | +7 | +8 | +15 | 194 | 59,530 | +16 | +3 | 154 | 90,519 | 189 | 174 | 199 |
| New England | +5 | -3 | +15 | 11 | 2,475 | +14 | +1 | 9 | 3,480 | 185 | 165 | 176 |
| Middle Atlantic | +3 | +2 | +12 | 26 | 9,990 | +10 | +3 | 18 | 10,836 | 174 | 167 | 168 |
| East North Central | +10 | +9 | +18 | 28 | 10,505 | +23 | +5 | 21 | 13,398 | 166 | 148 | 172 |
| West North Central | +5 | +14 | +11 | 18 | 6,116 | +15 | +3 | 15 | 8,999 | 173 | 159 | 193 |
| South Atlantic | +9 | +6 | +14 | 29 | 6,852 | +17 | +4 | 22 | 9,847 | 194 | 182 | 195 |
| East South Central | +7 | +5 | +13 | 15 | 3,644 | +13 | +4 | 11 | 5,783 | 196 | 184 | 197 |
| West South Central | +8 | +14 | +14 | 32 | 8,613 | +15 | +3 | 27 | 16,042 | 219 | 209 | 244 |
| Mountain | +9 | +13 | +16 | 13 | 3,152 | +18 | -3 | 11 | 5,983 | 196 | 180 | 229 |
| Pacific | +4 | +11 | +19 | 22 | 8,183 | +18 | +2 | 20 | 16,151 | 199 | 175 | 216 |
| Dry goods | -23 | +38 | +5 | 175 | 50,794 | +21 | -8 | 139 | 91,389 | 207 | 132 | 313 |
| New England | -34 | +30 | +5 | 9 | 857 | +60 | 0 | 9 | 1,409 | 164 | 68 | 214 |
| Middle Atlantic | -31 | +37 | +13 | 48 | 7,655 | +23 | -5 | 33 | 12,610 | 217 | 125 | 334 |
| East North Central | -25 | +28 | -4 | 15 | 5,357 | +19 | -8 | 15 | 9,057 | 169 | 106 | 236 |
| West North Central | -22 | +38 | +7 | 21 | 17,915 | +19 | -6 | 19 | 40,518 | 227 | 150 | 332 |
| South Atlantic | -14 | +40 | +8 | 24 | 5,553 | +32 | -9 | 19 | 9,549 | 186 | 121 | 285 |
| East South Central | -21 | +68 | +1 | 16 | 2,559 | +26 | -7 | 10 | 4,071 | 208 | 128 | 386 |
| West South Central | -14 | +53 | -1 | 14 | 4,089 | +16 | -9 | 14 | 6,348 | 155 | 115 | 262 |
| Mountain | -14 | +30 | +14 | 5 | 514 | +32 | -2 | 4 | 1,304 | 276 | 173 | 432 |
| Pacific | -22 | +30 | +2 | 23 | 6,295 | +21 | -21 | 16 | 6,523 | 249 | 137 | 407 |
| Farm supplies | +6 | +25 | +14 | 20 | 3,266 | +22 | +18 | 10 | 951 | 54 | 52 | 55 |
| Fresh fruits and vegetables | +6 | -14 | +2 | 66 | 6,260 | +37 | -2 | 40 | 1,002 | 26 | 20 | 25 |
| New England | +5 | -17 | 0 | 8 | 471 | -3 | +7 | 6 | 32 | 14 | 16 | 11 |
| Middle Atlantic | +4 | -8 | -1 | 16 | 1,566 | +8 | +5 | 8 | 162 | 24 | 22 | 21 |
| East North Central | -2 | -41 | +2 | 14 | 1,164 | -22 | -3 | 7 | 31 | 10 | 12 | 10 |
| West North Central | +8 | -4 | +3 | 7 | 888 | -22 | -5 | 7 | 161 | 18 | 25 | 18 |
| South Atlantic | +49 | +8 | +17 | 6 | 354 | +6 | +3 | 4 | 33 | 13 | 19 | 13 |
| East South Central | +14 | +5 | +9 | 6 | 325 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +20 | 0 | +6 | 6 | 1,193 | +28 | +7 | 4 | 132 | 12 | 11 | 11 |

32406 See footnotes at end of table.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## AUGUST 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | August 1951 panel | | Percent change | | August 1951 panel | | | | |
| | Aug. 1951 from Aug. 1950 | Aug. 1951 from July 1951 | 8 mos. 1951 from 8 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Aug. 1951 from Aug. 1950 | Aug. 1951 from July 1951 | Number of establishments reporting | Reported dollar values (add 000) | Aug. 1951 | Aug. 1950 | July 1951 |
| Groceries, total | -10 | +8 | +5 | 854 | $134,088 | +7 | -2 | 670 | $135,319 | 135 | 114 | 150 |
| Nonaffiliated full-line wholesalers[3] | -6 | +10 | +5 | 569 | 61,574 | +3 | -2 | 475 | 67,362 | 131 | 120 | 148 |
| New England | -19 | +2 | -3 | 7 | 1,500 | +6 | -4 | 4 | 2,393 | 189 | 144 | 198 |
| Middle Atlantic | -14 | +4 | 0 | 20 | 2,520 | -3 | +1 | 11 | 2,292 | 128 | 116 | 129 |
| East North Central | -9 | +17 | +4 | 147 | 14,461 | -1 | +1 | 137 | 16,517 | 127 | 118 | 147 |
| West North Central | -4 | +12 | +4 | 61 | 6,654 | +10 | -1 | 52 | 7,865 | 135 | 119 | 152 |
| South Atlantic | -1 | +10 | +8 | 66 | 8,229 | +7 | -1 | 41 | 6,953 | 119 | 110 | 134 |
| East South Central | -1 | +9 | +5 | 38 | 4,496 | +4 | -2 | 28 | 4,103 | 120 | 114 | 135 |
| West South Central | -2 | +10 | +6 | 111 | 13,465 | +6 | -1 | 88 | 14,659 | 142 | 132 | 157 |
| Mountain | -7 | +9 | +7 | 24 | 2,494 | +10 | -1 | 21 | 3,126 | 134 | 114 | 147 |
| Pacific | -10 | +3 | +4 | 95 | 7,755 | -4 | -12 | 93 | 9,454 | 124 | 116 | 146 |
| Voluntary-group wholesalers | -14 | +6 | +4 | 169 | 48,393 | +17 | -2 | 120 | 46,121 | 141 | 103 | 150 |
| New England | -15 | +8 | +4 | 10 | 3,312 | -6 | -3 | 8 | 1,840 | 108 | 114 | 118 |
| Middle Atlantic | -15 | +10 | +3 | 42 | 14,282 | +20 | +5 | 28 | 9,759 | 115 | 84 | 117 |
| East North Central | -2 | +8 | +10 | 45 | 10,426 | -1 | -3 | 31 | 7,808 | 113 | 114 | 124 |
| West North Central | -31 | -3 | -5 | 32 | 9,370 | +31 | -6 | 32 | 18,961 | 202 | 107 | 209 |
| South Atlantic | -6 | +13 | +8 | 12 | 2,820 | -2 | 0 | 7 | 1,749 | 102 | 92 | 114 |
| Pacific | +1 | +2 | +12 | 17 | 5,626 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Retailer-cooperative warehouses | 0 | -1 | +9 | 21 | 8,933 | 0 | -2 | 15 | 5,569 | 126 | 120 | 127 |
| Specialty lines wholesalers | -15 | +17 | +5 | 95 | 15,188 | +1 | -1 | 60 | 16,267 | 138 | 117 | 167 |
| New England | +18 | +13 | +9 | 4 | 107 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -32 | +1 | +2 | 26 | 3,627 | -19 | -6 | 15 | 3,212 | 112 | 92 | 119 |
| East North Central | +7 | +20 | -2 | 10 | 730 | -12 | -5 | 4 | 170 | 61 | 67 | 76 |
| South Atlantic | +4 | +15 | +13 | 19 | 1,937 | +29 | +8 | 12 | 1,752 | 113 | 94 | 121 |
| East South Central | +2 | +3 | +9 | 6 | 552 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | -10 | +6 | +8 | 5 | 347 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | -1 | +2 | +33 | 4 | 537 | (x) | (x) | (x | (x) | (x) | (x) | (x) |
| Pacific | -14 | +30 | +2 | 18 | 7,039 | +5 | -1 | 14 | 9,683 | 174 | 145 | 243 |
| Leather and shoe findings | -23 | +14 | +7 | 28 | 552 | +11 | -4 | 16 | 1,227 | 381 | 270 | 455 |
| Middle Atlantic | -7 | -5 | +6 | 6 | 40 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | -15 | +15 | +4 | 5 | 71 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West North Central | -14 | +17 | -4 | 4 | 68 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -25 | +16 | +12 | 7 | 306 | (x) | (x) | (x) | (x) | (x) | (x | (x) |
| Meats and meat products | +17 | +9 | +22 | 38 | 24,811 | +1 | -6 | 34 | 8,576 | 40 | 47 | 47 |
| Middle Atlantic | +15 | +7 | +22 | 11 | 5,140 | +15 | -1 | 11 | 2,467 | 48 | 48 | 52 |
| East North Central | +14 | +10 | +22 | 13 | 11,068 | -14 | -4 | 12 | 3,698 | 35 | 47 | 41 |
| Paper and its products | +6 | +19 | +31 | 68 | 11,084 | +13 | 0 | 41 | 8,660 | 111 | 104 | 130 |
| New England | +1 | +1 | +30 | 5 | 334 | +14 | +1 | 4 | 368 | 78 | 152 | 186 |
| Middle Atlantic | +20 | +25 | +40 | 19 | 3,458 | +6 | +6 | 11 | 1,634 | 76 | 90 | 91 |
| East North Central | -3 | +12 | +27 | 20 | 3,822 | +13 | -3 | 14 | 3,113 | 96 | 82 | 110 |
| West North Central | -8 | +9 | +21 | 4 | 383 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | -3 | +12 | +32 | 7 | 799 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | +1 | +43 | +19 | 4 | 656 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +14 | +27 | +27 | 6 | 1,596 | +24 | +4 | 5 | 2,064 | 162 | 147 | 198 |
| Petroleum | 0 | +11 | +12 | 29 | 5,112 | +26 | +7 | 28 | 5,739 | 113 | 89 | 117 |
| Shoes and other footwear | +4 | +20 | +22 | 38 | 36,579 | +47 | +1 | 33 | 78,402 | 217 | 155 | 257 |
| Tobacco products | +2 | +9 | +5 | 279 | 47,319 | +7 | +6 | 169 | 18,438 | 57 | 55 | 59 |
| New England | +2 | +11 | 0 | 24 | 3,331 | +12 | -1 | 14 | 704 | 51 | 46 | 58 |
| Middle Atlantic | +2 | +10 | +5 | 59 | 15,854 | +11 | +17 | 37 | 8,019 | 66 | 61 | 62 |
| East North Central | 0 | +7 | +5 | 66 | 8,434 | 0 | -3 | 38 | 2,638 | 54 | 53 | 59 |
| West North Central | +7 | +4 | +5 | 43 | 6,172 | +5 | +5 | 27 | 2,356 | 57 | 60 | 57 |
| South Atlantic | +6 | +16 | +7 | 26 | 5,669 | +8 | -4 | 22 | 2,433 | 49 | 48 | 60 |
| East South Central | +7 | +10 | +8 | 11 | 1,614 | -3 | +3 | 6 | 557 | 43 | 46 | 46 |
| West South Central | +2 | +8 | 0 | 24 | 2,309 | +19 | +9 | 9 | 477 | 41 | 35 | 43 |
| Mountain | -1 | 0 | +11 | 10 | 996 | -14 | +2 | 9 | 684 | 70 | 80 | 68 |
| Pacific | -3 | +11 | +6 | 16 | 2,940 | +2 | -15 | 7 | 570 | 44 | 44 | 57 |
| Wines and spirits[4] | -28 | +9 | 0 | 288 | 81,403 | +6 | +1 | 233 | 115,159 | 180 | 129 | 194 |
| New England | -26 | +5 | +5 | 25 | 4,970 | -8 | -10 | 17 | 3,935 | 125 | 105 | 144 |
| Middle Atlantic | -30 | +9 | +2 | 55 | 28,631 | +7 | +6 | 49 | 39,069 | 182 | 127 | 187 |
| East North Central | -19 | +12 | +5 | 42 | 10,690 | +1 | +2 | 30 | 13,540 | 149 | 124 | 164 |
| West North Central | -49 | +12 | -14 | 28 | 5,243 | +2 | +1 | 23 | 8,156 | 239 | 129 | 258 |
| South Atlantic | -17 | +2 | +2 | 41 | 9,728 | +1 | -3 | 38 | 13,706 | 148 | 122 | 156 |
| East South Central | -11 | +6 | -2 | 16 | 2,579 | +12 | +17 | 13 | 4,311 | 202 | 158 | 184 |
| West South Central | -26 | +10 | -6 | 38 | 7,556 | -7 | +1 | 33 | 13,077 | 188 | 149 | 205 |
| Mountain | -14 | +18 | +2 | 7 | 1,632 | -18 | -4 | 6 | 1,389 | 95 | 100 | 122 |
| Pacific | -28 | +9 | -3 | 36 | 10,374 | +31 | -5 | 24 | 17,976 | 254 | 134 | 307 |
| Miscellaneous | +4 | +20 | +17 | 37 | 7,494 | +23 | +13 | 27 | 6,816 | 130 | 108 | 145 |

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio., Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr.) N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)
South Central - East South Central and West South Central combined.

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Ref

MONTHLY

# WHOLESALE TRADE

REPORT

## SEPTEMBER 1951

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Roy V. Peel, Director

FOR RELEASE
NOVEMBER 2, 1951

THE LIBRARY OF THE
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UNIVERSITY OF ILLINOIS

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,184 wholesale establishments in various lines of business.

### SALES

September sales of wholesalers were off slightly (1%) from the level of the previous month and decreased 6 percent below sales a year ago. Cumulative sales for the first nine months of 1951 were 9 percent ahead of the first three quarters of 1950.

Regionally, declines of 1 to 3 percent below August sales were experienced in all but two geographic divisions--the Middle Atlantic, which reflected a gain of 5 percent, and the South Atlantic, which showed practically no change from the previous month. Although all divisions reported decreased sales 3 to 14 percent below September a year ago, nine-month sales for all regions were up 2 to 12 percent over the first three quarters of 1950.

Most trades covered in this survey indicated sales lower than a month earlier and also below September of last year. The heaviest seasonal decrease, 25 percent, was experienced by the beer trade, while compared with a year ago, furniture and house furnishings showed the largest drop, 35 percent. However, only three trades--appliances and specialties (-8%), furniture and house furnishings (-8%) and wines and spirits (-1%), reflected sales during the first three quarters of 1951 below those in the comparable period of 1950.

### INVENTORIES

Wholesalers' inventories, which increased steadily from August 1950 through June 1951, registered the third successive month-to-month decrease by dropping slightly (1%) below the August level. However, the dollar value of stocks on hand at the end of September was up 33 percent over the same month a year ago. Most regions showed small declines below the previous month, but all geographic divisions indicated substantially higher inventories than a year ago. Only one trade--meats and meat products (-2%) reported stocks on hand below the September 1950 level. According to the reports of 3,218 establishments submitting inventories in conjunction with sales, the September stock-sales ratio of 178 was the same as that for a month earlier, but 52 points higher than September 1950.

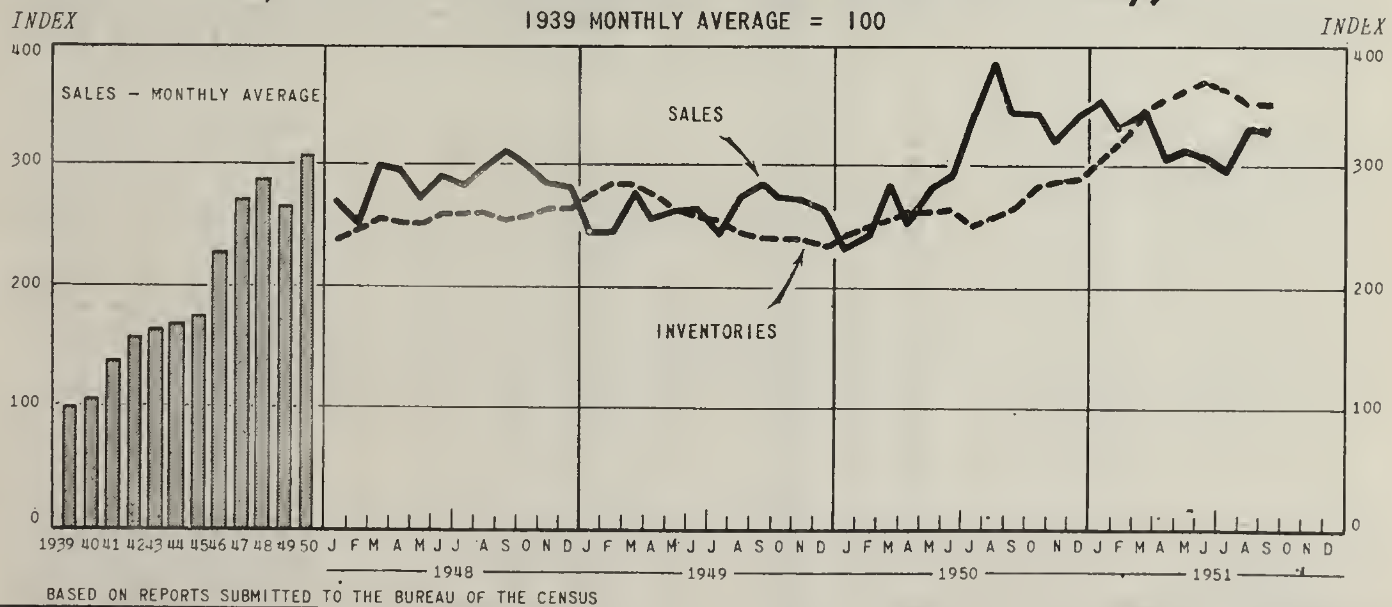
### RETAIL

September sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were up slightly (1%) over the previous month, but 9 percent lower than sales a year ago.

## TRENDS IN WHOLESALERS' SALES AND INVENTORIES

(Service and Limited Function Wholesalers Only)

1939 MONTHLY AVERAGE = 100



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## SEPTEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales: Percent change: Sept. 1951 from Sept. 1950 | Sales: Percent change: Sept. 1951 from Aug. 1951 | Sales: Percent change: 9 mos. 1951 from 9 mos. 1950[2] | Sales: September 1951 panel: Number of establishments reporting | Sales: September 1951 panel: Reported dollar values (add 000) | Inventory, end-of-month (at cost): Percent change: Sept. 1951 from Sept. 1950 | Inventory: Percent change: Sept. 1951 from Aug. 1951 | Inventory: September 1951 panel: Number of establishments reporting | Inventory: September 1951 panel: Reported dollar values (add 000) | Stock-sales ratios[1]: Sept. 1951 | Stock-sales ratios[1]: Sept. 1950 | Stock-sales ratios[1]: Aug. 1951 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| United States, total | -6 | -1 | +9 | 4,184 | $820,288 | +33 | -1 | 3,218 | $1,186,366 | 178 | 126 | 178 |
| New England | -9 | -2 | +8 | 233 | 34,524 | +45 | 0 | 173 | 45,521 | 172 | [illegible] | 171 |
| Middle Atlantic | -5 | +5 | +8 | 784 | 164,035 | +33 | 0 | 559 | 188,267 | 160 | 114 | 160 |
| East North Central | -3 | -1 | +12 | 827 | 150,795 | +35 | +2 | 656 | 195,328 | 152 | 110 | 151 |
| West North Central | -14 | -3 | +2 | 460 | 99,045 | +24 | -3 | 367 | 172,068 | 208 | 141 | 208 |
| South Atlantic | -4 | 0 | +9 | 531 | 92,567 | +36 | -2 | 416 | 129,366 | 167 | 119 | 173 |
| East South Central | -6 | -3 | +5 | 208 | 34,357 | +33 | -4 | 157 | 48,50[illegible] | 168 | [illegible] | 172 |
| West South Central | -4 | -3 | +6 | 385 | 71,434 | +23 | -1 | 305 | 111,[illegible]13 | 184 | 145 | 182 |
| Mountain | -7 | -1 | +9 | 165 | 26,469 | +29 | -2 | 140 | 39,752 | 169 | 122 | 171 |
| Pacific | -3 | -3 | +11 | 541 | 109,966 | +41 | +1 | 395 | 164,299 | 199 | 133 | 192 |
| Automotive supplies | -11 | -4 | +13 | 289 | 20,802 | +25 | 0 | 178 | [illegible] | 247 | 197 | 251 |
| New England | -18 | -17 | +10 | 8 | 558 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -5 | +1 | +18 | 44 | 1,292 | +27 | -1 | 40 | 2,775 | 245 | 186 | 254 |
| East North Central | -5 | -4 | +13 | 65 | 4,318 | +30 | +1 | 52 | 6,587 | 236 | 186 | 247 |
| West North Central | -8 | +7 | +14 | 46 | 5,631 | +13 | -3 | 22 | 3,001 | 220 | 190 | 246 |
| South Atlantic | -21 | -14 | +12 | 18 | 3,004 | +11 | 0 | 9 | 999 | 285 | 256 | 277 |
| South Central | -27 | -19 | +6 | 14 | 2,196 | +13 | +5 | 8 | 1,053 | 233 | 191 | 213 |
| Mountain | +25 | +10 | +3 | 20 | 685 | +80 | -1 | 16 | 1,116 | 232 | 169 | 258 |
| Pacific | -6 | -1 | +21 | 74 | 3,118 | +23 | 0 | 28 | 3,519 | 305 | 229 | 261 |
| Electrical group, total | -8 | +14 | +10 | 682 | 163,089 | +118 | -3 | 613 | 281,346 | 187 | 80 | 215 |
| Full-line wholesalers | -3 | +12 | +13 | 433 | 124,004 | +134 | -3 | 426 | 241,021 | 196 | 82 | 226 |
| New England | -12 | +12 | +10 | 32 | 7,426 | +167 | -3 | 32 | 16,650 | 224 | 74 | 258 |
| Middle Atlantic | +7 | +22 | +17 | 62 | 20,289 | +168 | -5 | 60 | 42,236 | 212 | 85 | 273 |
| East North Central | +8 | +14 | +23 | 84 | 28,706 | +124 | +4 | 83 | 48,961 | 171 | 83 | 188 |
| West North Central | -14 | +9 | +5 | 44 | 10,264 | +136 | -5 | 44 | 22,529 | 219 | 80 | 250 |
| South Atlantic | -5 | +11 | +13 | 63 | 17,420 | +122 | -4 | 61 | 31,937 | 189 | 81 | 220 |
| East South Central | -7 | +3 | -2 | 27 | 5,405 | +109 | -8 | 26 | 9,713 | 184 | 82 | 207 |
| West South Central | -10 | -1 | +2 | 48 | 11,026 | +115 | -1 | 48 | 24,735 | 224 | 94 | 225 |
| Mountain | -19 | +5 | +8 | 20 | 4,117 | +118 | -10 | 20 | 8,190 | 199 | 74 | 233 |
| Pacific | -4 | +12 | +15 | 53 | 19,351 | +134 | -4 | 52 | 36,070 | 188 | 77 | 219 |
| Wiring supplies, construction materials distributors | +4 | -4 | +29 | 132 | 11,190 | +41 | +1 | 96 | 12,080 | 140 | 103 | 133 |
| New England | +7 | -3 | +43 | 13 | 711 | +40 | +11 | 4 | 293 | 234 | 173 | 196 |
| Middle Atlantic | +15 | -5 | +36 | 32 | 1,386 | +33 | -2 | 23 | 2,001 | 164 | 142 | 158 |
| East North Central | +11 | -6 | +39 | 32 | 3,907 | +43 | +1 | 25 | 3,887 | 128 | 99 | 121 |
| West North Central | -20 | -3 | +6 | 8 | 923 | +28 | 0 | 5 | 801 | 186 | 108 | 165 |
| South Atlantic | -14 | -19 | +17 | 15 | 1,615 | +47 | -1 | 12 | 1,803 | 123 | 72 | 100 |
| South Central | +30 | +18 | +39 | 10 | 1,348 | +38 | +2 | 8 | 1,408 | 116 | 112 | 137 |
| Mountain | +15 | +11 | +6 | 5 | 410 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -7 | +8 | +30 | 17 | 890 | +39 | +3 | 16 | 1,553 | 176 | 117 | 183 |
| Appliances and specialties wholesalers | -27 | +41 | -8 | 117 | 27,895 | +61 | -3 | 91 | 28,245 | 147 | 63 | 184 |
| New England | -31 | +34 | +1 | 13 | 1,698 | +89 | -8 | 11 | 1,569 | 105 | 39 | 160 |
| Middle Atlantic | -26 | +65 | -6 | 25 | 11,656 | +67 | -5 | 12 | 7,062 | 177 | 60 | 188 |
| East North Central | -34 | +36 | -10 | 20 | 3,312 | +70 | +8 | 15 | 4,324 | 140 | 55 | 182 |
| West North Central | -23 | +13 | -4 | 15 | 1,533 | +37 | -3 | 13 | 4,144 | 278 | 154 | 327 |
| South Atlantic | -19 | +42 | -12 | 18 | 4,018 | +64 | -7 | 17 | 4,153 | 115 | 59 | 179 |
| South Central | -31 | -3 | -19 | 10 | 1,566 | +46 | +4 | 8 | 2,499 | 163 | 77 | 152 |
| Mountain | -25 | +26 | +2 | 6 | 978 | +51 | -3 | 6 | 1,380 | 141 | 70 | 184 |
| Pacific | -28 | +27 | -12 | 10 | 3,134 | +83 | -9 | 9 | 3,114 | 102 | 40 | 142 |
| Furniture and house furnishings | -35 | +2 | -8 | 86 | 13,995 | +42 | -8 | 67 | 26,830 | 224 | 98 | 244 |
| Middle Atlantic | -29 | +6 | -14 | 16 | 2,341 | +63 | -13 | 12 | 4,979 | 281 | 121 | 336 |
| East North Central | -42 | +2 | -10 | 9 | 1,934 | +52 | -8 | 7 | 4,189 | 254 | 91 | 281 |
| West North Central | -50 | +1 | -14 | 13 | 1,903 | +43 | -5 | 13 | 5,535 | 291 | 102 | 309 |
| South Atlantic | -13 | +9 | -12 | 11 | 959 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -36 | +4 | -7 | 15 | 1,902 | +40 | -7 | 15 | 3,821 | 201 | 92 | 224 |
| Mountain | -27 | -4 | -3 | 7 | 1,076 | +28 | -1 | 5 | 1,675 | 221 | 116 | 209 |
| Pacific | -30 | -4 | +2 | 12 | 3,326 | +36 | -10 | 10 | 4,996 | 158 | 81 | 168 |
| Hardware | -13 | -3 | +12 | 167 | 63,540 | +38 | -3 | 138 | 135,883 | 250 | 158 | 250 |
| New England | 0 | +12 | +14 | 4 | 527 | +29 | 0 | 4 | 1,025 | 277 | 206 | 269 |
| Middle Atlantic | -10 | +3 | +19 | 38 | 9,112 | +27 | -2 | 30 | 14,616 | 187 | 133 | 195 |
| East North Central | -9 | +1 | +10 | 26 | 12,760 | +30 | -4 | 25 | 28,598 | 230 | 161 | 241 |
| West North Central | -19 | -7 | +8 | 19 | 11,561 | +34 | -4 | 18 | 27,575 | 280 | 170 | 275 |
| South Atlantic | -11 | -2 | +9 | 25 | 5,919 | +44 | -1 | 21 | 14,114 | 268 | 164 | 263 |
| East South Central | -12 | -8 | +5 | 13 | 4,494 | +52 | -5 | 11 | 9,975 | 248 | 143 | 241 |
| West South Central | -14 | -1 | +6 | 15 | 5,083 | +34 | -3 | 9 | 8,517 | 261 | 177 | 272 |
| Mountain | -20 | -3 | +9 | 8 | 2,326 | +32 | -4 | 5 | 3,259 | 298 | 182 | 302 |
| Pacific | -14 | -8 | +21 | 19 | 11,758 | +52 | -3 | 15 | 28,204 | 275 | 153 | 260 |
| Industrial supplies | +3 | -5 | +40 | 85 | 10,329 | +29 | -3 | 61 | 14,927 | 199 | 158 | 192 |
| New England | +4 | -4 | +44 | 6 | 344 | +21 | +1 | 5 | 986 | 378 | 303 | 347 |
| Middle Atlantic | +8 | +2 | +52 | 22 | 1,871 | +40 | -4 | 15 | 2,143 | 185 | 141 | 174 |
| East North Central | +6 | -13 | +42 | 9 | 1,369 | -2 | -3 | 7 | 1,424 | 178 | 181 | 178 |
| West North Central | +3 | -6 | +33 | 7 | 828 | +33 | -2 | 5 | 1,144 | 217 | 149 | 193 |
| South Atlantic | 0 | -4 | +27 | 11 | 1,047 | +39 | +3 | 10 | 2,130 | 209 | 148 | 194 |
| South Central | -2 | -5 | +32 | 24 | 4,256 | +33 | -6 | 15 | 6,181 | 188 | 148 | 192 |
| Pacific | +19 | -14 | +73 | 6 | 614 | +29 | +2 | 4 | 919 | 211 | 189 | 177 |
| Jewelry | -15 | +20 | +7 | 155 | 9,071 | +20 | +1 | 85 | 16,979 | 263 | 178 | 309 |
| New England | -7 | +30 | +4 | 6 | 538 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -11 | +22 | +12 | 50 | 2,808 | +10 | -6 | 19 | 3,857 | 230 | 172 | 306 |
| East North Central | -21 | +17 | +2 | 38 | 1,990 | +22 | 0 | 23 | 4,588 | 272 | 175 | 317 |
| West North Central | -19 | +11 | +5 | 17 | 1,214 | +36 | -6 | 12 | 2,643 | 309 | 175 | 343 |
| South Atlantic | -4 | +4 | +9 | 7 | 612 | +44 | -4 | 4 | 1,336 | 240 | 161 | 262 |
| South Central | 0 | +23 | +10 | 5 | 139 | +6 | 0 | 4 | 323 | 250 | 237 | 308 |
| Pacific | -16 | +31 | +10 | 29 | 1,757 | +18 | +19 | 19 | 3,854 | 275 | 184 | 304 |

See footnotes at end of table.

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## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION SEPTEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1951 panel | | Percent change | | September 1951 panel | | | | |
| | Sept. 1951 from Sept. 1950 | Sept. 1951 from Aug. 1951 | 9 mos. 1951 from 9 mos. 1950[2] | Number of estab-lishments report-ing | Reported dollar values (add 000) | Sept. 1951 from Sept. 1950 | Sept. 1951 from Aug. 1951 | Number of estab-lishments report-ing | Reported dollar values (add 000) | Sept. 1951 | Sept. 1950 | Aug. 1951 |
| Lumber and building materials | -14 | -10 | +6 | 78 | $14,273 | +37 | -2 | 54 | $14,202 | 138 | 94 | 129 |
| Middle Atlantic | +20 | -10 | +14 | 18 | 3,761 | +31 | -4 | 9 | 1,085 | 41 | 46 | 37 |
| East North Central | -3 | -11 | +6 | 10 | 1,437 | +88 | 0 | 7 | 1,327 | 131 | 73 | 113 |
| West North Central | -41 | -15 | -13 | 6 | 602 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | -20 | -9 | +7 | 11 | 1,826 | +41 | 0 | 9 | 1,485 | 174 | 102 | 155 |
| South Central | -43 | -28 | +1 | 5 | 776 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | -11 | -6 | +10 | 7 | 2,564 | +46 | +4 | 6 | 3,832 | 162 | 104 | 153 |
| Pacific | -17 | -7 | +11 | 9 | 1,506 | +28 | 0 | 7 | 2,255 | 183 | 112 | 166 |
| Machinery equipment, supplies (except electrical) | +34 | -4 | +38 | 48 | 9,990 | +29 | +2 | 35 | 15,332 | 175 | 183 | 163 |
| New England | -5 | -8 | +21 | 5 | 443 | +19 | +2 | 4 | 1,040 | 318 | 254 | 280 |
| Middle Atlantic | +10 | -18 | +57 | 8 | 1,328 | +28 | -2 | 5 | 1,927 | 158 | 137 | 131 |
| East North Central | +17 | -7 | +36 | 11 | 1,231 | +45 | +6 | 8 | 2,022 | 225 | 144 | 173 |
| South Atlantic | -15 | +5 | +12 | 7 | 835 | +39 | -5 | 5 | 2,253 | 297 | 185 | 333 |
| South Central | +108 | -1 | +30 | 6 | 3,494 | +26 | +8 | 5 | 5,172 | 150 | 250 | 136 |
| Pacific | +23 | -13 | +58 | 7 | 1,016 | +11 | +3 | 4 | 1,288 | 289 | 336 | 219 |
| Metals | -6 | -3 | +25 | 44 | 13,241 | +14 | +4 | 39 | 16,197 | 126 | 103 | 118 |
| Paints and varnishes | -3 | -1 | +23 | 53 | 6,887 | +13 | -1 | 47 | 18,364 | 273 | 235 | 274 |
| Plumbing and heating supplies | -6 | +2 | +20 | 130 | 19,764 | +32 | -5 | 106 | 30,356 | 174 | 126 | 189 |
| New England | -20 | +2 | -6 | 7 | 391 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -6 | -3 | +17 | 32 | 2,664 | +38 | -3 | 24 | 4,110 | 181 | 124 | 184 |
| East North Central | -11 | +6 | +8 | 12 | 1,479 | +68 | -1 | 10 | 3,074 | 242 | 126 | 258 |
| West North Central | -23 | +2 | +1 | 13 | 1,674 | +47 | -7 | 11 | 3,130 | 197 | 104 | 219 |
| South Atlantic | -2 | +2 | +26 | 38 | 8,728 | +28 | -8 | 38 | 13,803 | 158 | 121 | 174 |
| East South Central | +10 | +7 | +39 | 11 | 2,416 | +23 | 0 | 9 | 3,540 | 161 | 145 | 173 |
| Pacific | -15 | -7 | +38 | 5 | 1,146 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | -5 | -8 | +3 | 76 | 2,279 | +17 | -2 | 68 | 5,299 | 273 | *219 | 257 |
| Middle Atlantic | -16 | -5 | -14 | 15 | 729 | +15 | -6 | 12 | 1,204 | 212 | 156 | 210 |
| East North Central | -25 | -14 | -2 | 18 | 201 | +18 | +1 | 18 | 905 | 450 | 286 | 386 |
| South Atlantic | -7 | -7 | +10 | 21 | 598 | +10 | 0 | 20 | 1,378 | 246 | 200 | 220 |
| Pacific | -2 | -10 | +10 | 15 | 319 | +28 | -3 | 13 | 1,036 | 381 | 284 | 354 |
| Surgical, medical, equipment, supplies | +2 | -6 | +28 | 33 | 4,900 | +29 | 0 | 28 | 6,313 | 141 | 112 | 133 |
| Middle Atlantic | -4 | -6 | +23 | 7 | 825 | +7 | -4 | 5 | 700 | 103 | 91 | 101 |
| East North Central | +3 | -1 | +35 | 9 | 2,089 | +44 | +4 | 8 | 2,653 | 135 | 97 | 130 |
| South Atlantic | +21 | +1 | +27 | 6 | 750 | +14 | -2 | 5 | 956 | 131 | 139 | 134 |
| West South Central | +4 | -10 | +22 | 4 | 488 | +30 | -2 | 4 | 511 | 105 | 84 | 96 |
| Beer | 0 | -25 | +6 | 40 | 1,854 | +2 | +5 | 35 | 863 | 52 | 51 | 37 |
| Middle Atlantic | 0 | -36 | +5 | 8 | 406 | -8 | -20 | 7 | 81 | 20 | 22 | 16 |
| East North Central | -3 | -25 | +3 | 13 | 532 | 0 | -2 | 12 | 250 | 49 | 48 | 38 |
| West North Central | 0 | -26 | -1 | 4 | 107 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +8 | -19 | +11 | 5 | 396 | -10 | +23 | 4 | 205 | 59 | 71 | 39 |
| Pacific | -10 | -22 | +8 | 5 | 295 | +9 | +12 | 4 | 216 | 86 | 70 | 61 |
| Chemicala, industrial | -10 | -1 | +27 | 13 | 2,649 | +42 | +3 | 8 | 1,615 | 72 | 48 | 71 |
| Clothing and furnishings (except shoes) | -19 | -9 | +3 | 26 | 4,084 | +10 | -8 | 17 | 4,178 | 139 | 110 | 151 |
| Coal | -6 | +3 | +17 | 20 | 4,017 | +11 | +2 | 18 | 6,233 | 159 | 141 | 161 |
| Confectionery | +1 | -3 | +8 | 42 | 1,469 | +7 | +4 | 24 | 872 | 100 | 93 | 92 |
| Middle Atlantic | -1 | -4 | +11 | 8 | 364 | -3 | +5 | 4 | 161 | 78 | 75 | 71 |
| East North Central | -1 | -12 | +5 | 5 | 157 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +5 | +5 | +7 | 12 | 288 | +7 | +5 | 7 | 234 | 116 | 120 | 116 |
| Soutn Central | +3 | +2 | +12 | 11 | 425 | +10 | +6 | 6 | 226 | 101 | 96 | 100 |
| Dairy and poultry producta | +4 | -16 | +15 | 21 | 5,853 | +4 | 0 | 14 | 3,243 | 60 | 62 | 51 |
| Drugs and sundriea (liquor excluded) | 0 | -4 | +13 | 199 | 57,159 | +16 | +4 | 160 | 93,716 | 204 | 176 | 188 |
| New England | 0 | 0 | +13 | 13 | 2,857 | +11 | +4 | 11 | 4,183 | 187 | 166 | 179 |
| Middle Atlantic | -1 | +1 | +11 | 27 | 10,054 | +12 | +4 | 19 | 11,053 | 176 | 158 | 170 |
| East North Central | 0 | -5 | +16 | 28 | 10,023 | +20 | +6 | 21 | 14,170 | 184 | 152 | 166 |
| West North Central | -4 | -4 | +10 | 19 | 6,067 | +12 | +1 | 17 | 9,687 | 185 | 158 | 174 |
| South Atlantic | +5 | -2 | +13 | 32 | 7,207 | +19 | +4 | 24 | 11,163 | 203 | 180 | 194 |
| East South Central | -2 | -6 | +11 | 15 | 3,410 | +14 | +4 | 12 | 6,169 | 220 | 188 | 198 |
| West South Central | -1 | -6 | +12 | 31 | 7,895 | +12 | +2 | 26 | 15,788 | 238 | 210 | 218 |
| Mountain | +3 | -9 | +14 | 12 | 2,036 | +17 | +4 | 10 | 4,661 | 240 | 209 | 210 |
| Pacific | +1 | -7 | +17 | 22 | 7,606 | +19 | +4 | 20 | 16,842 | 223 | 188 | 199 |
| Dry goods | -20 | -10 | +2 | 174 | 45,290 | +16 | -10 | 142 | 81,908 | 212 | 144 | 208 |
| New England | -28 | -5 | 0 | 8 | 733 | +53 | -4 | 8 | 1,208 | 165 | 77 | 164 |
| Middle Atlantic | -26 | -5 | +8 | 48 | 7,271 | +26 | 0 | 35 | 12,913 | 251 | 139 | 218 |
| East North Central | -21 | -1 | -7 | 15 | 5,014 | +5 | -15 | 15 | 7,279 | 145 | 109 | 170 |
| West North Central | -22 | -15 | +2 | 20 | 15,201 | +11 | -14 | 19 | 34,950 | 231 | 162 | 227 |
| South Atlantic | -15 | -9 | +5 | 24 | 5,273 | +22 | -13 | 20 | 8,665 | 177 | 124 | 181 |
| East South Central | -5 | +4 | +1 | 14 | 2,118 | +21 | -9 | 8 | 2,871 | 185 | 148 | 220 |
| West South Central | -21 | -21 | -4 | 15 | 3,264 | -1 | -14 | 15 | 5,613 | 172 | 136 | 157 |
| Mountain | -5 | -10 | +10 | 6 | 593 | +20 | -6 | 5 | 1,508 | 282 | 213 | 261 |
| Pacific | -9 | -4 | 0 | 24 | 5,823 | +37 | +9 | 17 | 6,901 | 303 | 173 | 261 |
| Farm supplies | -3 | -12 | +13 | 18 | 2,610 | +8 | -6 | 8 | 700 | 46 | 52 | 52 |
| Fresh fruits and vegetables | +1 | -20 | +1 | 66 | 4,987 | +11 | -14 | 42 | 896 | 27 | 25 | 26 |
| New England | -2 | -29 | 0 | 9 | 346 | +39 | -3 | 8 | 61 | 24 | 17 | 19 |
| Middle Atlantic | +8 | -20 | 0 | 18 | 1,354 | -6 | +12 | 9 | 185 | 31 | 34 | 23 |
| East North Central | -18 | -26 | 0 | 13 | 848 | -17 | +10 | 6 | 33 | 14 | 13 | 10 |
| West North Central | -12 | -34 | +1 | 7 | 584 | -9 | +9 | 7 | 176 | 30 | 29 | 18 |
| South Atlantic | +33 | +5 | +18 | 6 | 372 | -12 | +9 | 4 | 36 | 14 | 20 | 13 |
| East South Central | -1 | 0 | +8 | 5 | 190 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +17 | -15 | +7 | 5 | 989 | +14 | +9 | 4 | 146 | 15 | 16 | 12 |

See footnotes at end of table.

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## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION SEPTEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratio[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | September 1951 panel | | Percent change | | September 1951 panel | | | | |
| | Sept. 1951 from Sept. 1950 | Sept. 1951 from Aug. 1951 | 9 mos. 1951 from 9 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Sept. 1951 from Sept. 1950 | Sept. 1951 from Aug. 1951 | Number of establishments reporting | Reported dollar values (add 000) | Sept. 1951 | Sept. 1950 | Aug. 1951 |
| Groceries, total | +1 | -1 | +4 | 848 | $134,953 | +2 | +3 | 676 | $144,169 | 143 | 138 | 135 |
| Nonaffiliated full-line wholesalers[3] | 0 | -3 | +4 | 575 | 60,394 | +2 | +4 | 481 | 69,642 | 139 | 135 | 131 |
| New England | -14 | -2 | -4 | 5 | 1,330 | -2 | -1 | 4 | 2,372 | 189 | 163 | 189 |
| Middle Atlantic | -4 | -9 | -1 | 20 | 1,900 | -6 | +1 | 11 | 1,942 | 159 | 162 | 141 |
| East North Central | -4 | +1 | +3 | 147 | 14,633 | 0 | +7 | 137 | 17,689 | 134 | 128 | 128 |
| West North Central | +5 | -3 | +4 | 64 | 6,850 | -7 | -2 | 52 | 5,601 | 119 | 130 | 119 |
| South Atlantic | +6 | -3 | +7 | 63 | 7,523 | +9 | +2 | 39 | 8,714 | 142 | 140 | 133 |
| East South Central | -1 | -6 | +4 | 43 | 4,785 | -2 | -4 | 33 | 4,453 | 122 | 122 | 120 |
| West South Central | +3 | -2 | +6 | 113 | 13,336 | +2 | 0 | 91 | 14,976 | 145 | 145 | 141 |
| Mountain | -3 | -6 | +5 | 24 | 2,354 | +4 | 0 | 21 | 3,137 | 144 | 134 | 134 |
| Pacific | +1 | -6 | +4 | 96 | 7,683 | +13 | +14 | 93 | 10,758 | 148 | 131 | 122 |
| Voluntary-group wholesalers | +1 | -1 | +4 | 163 | 51,070 | +2 | +3 | 123 | 52,043 | 145 | 138 | 139 |
| New England | +1 | -11 | +3 | 10 | 2,942 | -13 | -2 | 8 | 1,804 | 113 | 146 | 108 |
| Middle Atlantic | +3 | -3 | +3 | 39 | 13,374 | -6 | +2 | 26 | 9,594 | 126 | 135 | 115 |
| East North Central | +11 | -1 | +10 | 39 | 10,673 | -4 | +4 | 33 | 8,905 | 116 | 135 | [illegible] |
| West North Central | -15 | +16 | -6 | 33 | 11,343 | +12 | +5 | 33 | 20,840 | 200 | 140 | 203 |
| South Atlantic | +10 | -6 | +8 | 11 | 2,489 | +3 | +7 | 6 | 1,620 | 110 | 116 | [illegible] |
| Pacific | +4 | -12 | +11 | 18 | 5,279 | +16 | 0 | 4 | 2,441 | 122 | [illegible] | 103 |
| Retailer-cooperative warehouses | +13 | +8 | +10 | 21 | 9,560 | +3 | +7 | 15 | 5,961 | 132 | 138 | 126 |
| Specialty lines wholesalers | -3 | -4 | +4 | 89 | 13,929 | +1 | +2 | 57 | 16,523 | 152 | 150 | 142 |
| New England | +42 | -2 | +10 | 4 | 105 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +1 | +7 | +2 | 22 | 3,597 | -12 | +4 | 15 | 3,284 | 106 | 122 | [illegible] |
| East North Central | -12 | 0 | -3 | 10 | 729 | -6 | +5 | 4 | 179 | 65 | 66 | 61 |
| South Atlantic | +8 | -1 | +12 | 21 | 1,965 | +22 | +5 | 13 | 2,081 | 133 | 122 | 125 |
| East South Central | 0 | +7 | +8 | 6 | 589 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | -3 | +3 | +7 | 4 | 282 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | +14 | +27 | +30 | 4 | 683 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -9 | -15 | +1 | 15 | 5,815 | +4 | +1 | 12 | 9,633 | 216 | 192 | 179 |
| Leather and shoe findings | +3 | +16 | +6 | 28 | 616 | +9 | -4 | 16 | 1,181 | 343 | 315 | 406 |
| Middle Atlantic | +2 | +13 | +6 | 6 | 45 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | -11 | +13 | +2 | 4 | 76 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West North Central | -7 | +6 | -4 | 5 | 75 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +14 | +22 | +12 | 7 | 349 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Meats and meat products | +4 | -12 | +20 | 40 | 24,677 | -2 | -9 | 35 | 7,749 | 39 | 43 | 39 |
| Middle Atlantic | +11 | -9 | +20 | 10 | 4,441 | +6 | -8 | 10 | 2,096 | 47 | 49 | 47 |
| East North Central | -2 | -14 | +19 | 13 | 9,497 | -18 | -13 | 12 | 3,225 | 36 | 43 | 35 |
| Pacific | +14 | -17 | +30 | 5 | 4,834 | +25 | +5 | 4 | 928 | 34 | 36 | 29 |
| Paper and its products | -1 | -12 | +26 | 65 | 9,752 | +21 | +3 | 40 | 8,692 | 126 | 105 | 109 |
| New England | -8 | -18 | +25 | 5 | 273 | +10 | -1 | 4 | 365 | 217 | 188 | 178 |
| Middle Atlantic | +4 | -14 | +36 | 20 | 3,024 | +18 | +6 | 12 | 1,766 | 90 | 85 | 76 |
| East North Central | -3 | -6 | +23 | 19 | 3,376 | +14 | +3 | 13 | 2,773 | 98 | 84 | 89 |
| West North Central | -2 | -15 | +18 | 4 | 325 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +4 | -7 | +28 | 7 | 816 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -15 | -28 | +14 | 4 | 472 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -4 | -17 | +22 | 6 | 1,466 | +27 | -3 | 5 | 2,270 | 191 | 138 | 162 |
| Petroleum | -1 | -6 | +10 | 27 | 4,721 | +38 | +1 | 27 | 5,812 | 123 | 88 | 114 |
| Shoes and other footwear | +2 | -5 | +19 | 35 | 34,195 | +54 | -2 | 30 | 76,395 | 225 | 150 | 219 |
| Tobacco products | -1 | -10 | +4 | 279 | 41,313 | +9 | -2 | 172 | 17,738 | 63 | 56 | 57 |
| New England | -1 | -10 | 0 | 24 | 2,985 | +12 | +2 | 14 | 642 | 52 | 48 | 46 |
| Middle Atlantic | -2 | -11 | +4 | 60 | 14,054 | +17 | -7 | 39 | 7,542 | 70 | 58 | 66 |
| East North Central | -3 | -10 | +4 | 67 | 7,449 | +2 | +3 | 37 | 2,483 | 60 | 56 | 53 |
| West North Central | +1 | -7 | +5 | 43 | 5,304 | +8 | 0 | 29 | 2,476 | 60 | 57 | 57 |
| South Atlantic | +4 | -12 | +6 | 24 | 4,847 | +7 | +1 | 20 | 2,345 | 56 | 53 | 49 |
| East South Central | +1 | -14 | +7 | 14 | 1,606 | 0 | +5 | 9 | 676 | 51 | 51 | 42 |
| West South Central | 0 | -8 | 0 | 25 | 2,186 | +11 | 0 | 10 | 586 | 52 | 47 | 46 |
| Mountain | +7 | -5 | +11 | 8 | 813 | -10 | +2 | 7 | 617 | 77 | 91 | 72 |
| Pacific | -6 | -12 | +5 | 14 | 2,069 | -10 | -2 | 7 | 371 | 58 | 56 | 50 |
| Wines and spirits[4] | -3 | +6 | -1 | 292 | 87,536 | +8 | +10 | 238 | 132,616 | 198 | 178 | 187 |
| New England | -12 | -8 | +2 | 25 | 5,049 | +2 | +10 | 16 | 5,313 | 171 | 130 | 140 |
| Middle Atlantic | -6 | +13 | +1 | 49 | 30,907 | +12 | +13 | 43 | 42,801 | 201 | 167 | 189 |
| East North Central | -5 | 0 | +4 | 45 | 10,271 | +19 | +20 | 34 | 16,806 | 189 | 152 | 156 |
| West North Central | -14 | +1 | -15 | 35 | 6,424 | -3 | +2 | 31 | 10,942 | 221 | 193 | 221 |
| South Atlantic | +6 | +2 | +2 | 43 | 11,027 | +2 | +6 | 41 | 16,182 | 160 | 174 | 161 |
| East South Central | 0 | +1 | -2 | 14 | 2,416 | +20 | -1 | 12 | 3,995 | 195 | 158 | 193 |
| West South Central | -2 | +13 | -6 | 30 | 7,475 | -12 | +10 | 24 | 12,651 | 184 | 207 | 191 |
| Mountain | 0 | -5 | +1 | 9 | 1,773 | -11 | +11 | 9 | 2,132 | 120 | 136 | 103 |
| Pacific | +15 | +2 | -2 | 42 | 12,194 | +21 | +5 | 28 | 21,794 | 274 | 251 | 258 |
| Miscellaneous | -11 | -17 | +14 | 37 | 6,686 | +31 | +5 | 26 | 7,117 | 183 | 112 | 130 |

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr.) N. Dak., S. Dak.)
South Atlantic - (Del., D.C., Fla., Ga., Md.,N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)
South Central - East South Central and West South Central combined.

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MONTHLY

# WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Roy V. Peel, Director

THE LIBRARY OF THE
DEC 14 1951
UNIVERSITY OF ILLINOIS

FOR RELEASE
DECEMBER 7, 1951

## OCTOBER 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,098 wholesale establishments in various lines of business.

### SALES

October dollar sales of wholesalers jumped 14 percent over the level of the previous month and showed an 8 percent increase above a year ago. Cumulative sales for the first ten months of 1951 were 9 percent ahead of the corresponding period of last year.

All geographic divisions reflected increased sales over September varying from 10 percent in the East and West South Central divisions to 21 percent in the Middle Atlantic region. While the West North Central division showed practically no change from October 1950, all other regions reported sales gains of 7 to 13 percent above a year ago. Cumulative 1951 sales in all areas were 2 to 12 percent higher than in the same period of 1950.

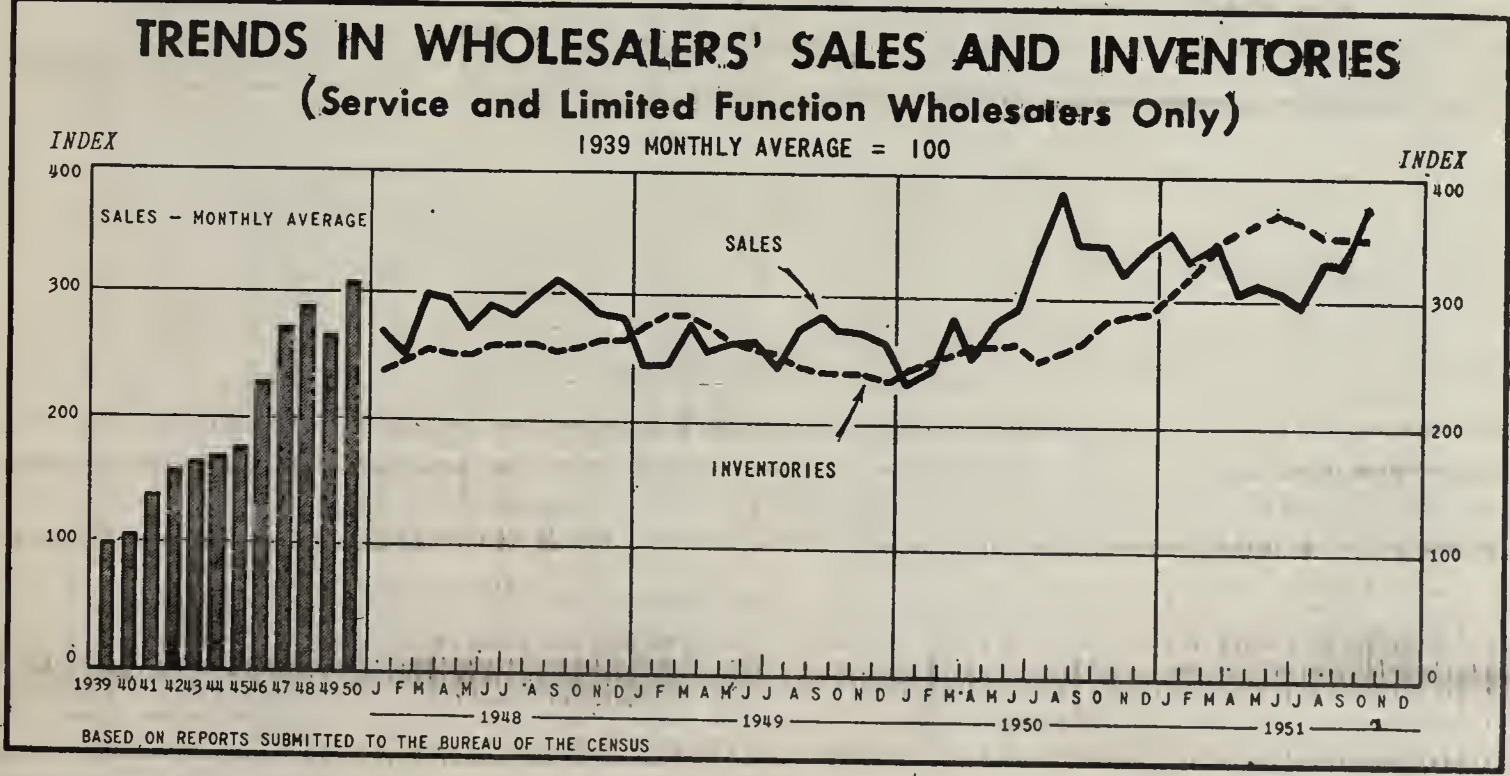
Of the 37 kinds of business covered in this report, only four reported sales decreases below the pervious month--clothing and furnishings (1%), leather and shoe findings (2%), meat and meat products (3%) and shoes and other footwear (16%). The wines and spirits trade, which indicated the principal increase, 63 percent, over the previous month, also led all trades with the largest gain, 48 percent, over sales a year ago. While 10 trades indicated lower sales than in October 1950, only two—furniture and house furnishings (-9%) and electrical appliances and specialties (-10%)--showed sales in the ten-month period below those in the comparable period of 1950.

### INVENTORIES

Inventories (at cost) of wholesalers on October 31 dropped slightly (1%) below the September level for the fourth successive month-to-month decrease. However, stocks were still up, 24 percent, over the stock level a year ago. Regionally, small declines below September 30 stocks were reported by most divisions, but all regions showed inventories higher than the October 31, 1950 levels. According to the reports of 3,171 establishments submitting inventories in conjunction with sales, the October stock-sales ratio of 154 was 24 points below September, but 21 points higher than a year ago.

### RETAIL

October sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were up 8 percent over the previous month and 3 percent above October 1950 sales.



TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)
1939 MONTHLY AVERAGE = 100

BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISON
## OCTOBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1951 panel | | Percent change | | October 1951 panel | | | | |
| | Oct. 1951 from Oct. 1950 | Oct. 1951 from Sept. 1951 | 10 mos. 1951 from 10 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Oct. 1951 from Oct. 1950 | Oct. 1951 from Sept. 1951 | Number of establishments reporting | Reported dollar values (add 000) | Oct. 1951 | Oct. 1950 | Sept. 1951 |
| United States, total | +8 | +14 | +9 | 4,098 | $904,723 | +24 | -1 | 3,171 | $1,133,742 | 154 | 133 | 178 |
| New England | +9 | +18 | +8 | 232 | 42,748 | +38 | -1 | 170 | 43,861 | 149 | 115 | 177 |
| Middle Atlantic | +9 | +21 | +8 | 757 | 186,871 | +25 | -1 | 548 | 177,217 | 125 | 112 | 156 |
| East North Central | +7 | +16 | +12 | 819 | 170,111 | +22 | -2 | 666 | 192,228 | 131 | 113 | 154 |
| West North Central | 0 | +12 | +2 | 463 | 108,611 | +15 | -4 | 377 | 162,348 | 179 | 153 | 206 |
| South Atlantic | +7 | +11 | +9 | 511 | 99,709 | +26 | 0 | 400 | 123,376 | 148 | 125 | 165 |
| East South Central | +9 | +10 | +5 | 201 | 36,278 | +21 | -1 | 149 | 45,401 | 151 | 137 | 168 |
| West South Central | +10 | +10 | +6 | 377 | 69,374 | +19 | +1 | 296 | 98,661 | 176 | 159 | 188 |
| Mountain | +7 | +12 | +8 | 169 | 30,285 | +23 | +1 | 137 | 40,591 | 155 | 137 | 172 |
| Pacific | +13 | +19 | +11 | 519 | 126,243 | +27 | -1 | 378 | 159,471 | 167 | 143 | 202 |
| Automotive supplies | +6 | +13 | +12 | 334 | 22,417 | +16 | +3 | 228 | 23,746 | 230 | 212 | 251 |
| New England | +2 | +15 | +9 | 12 | 639 | +8 | 0 | 7 | 454 | 226 | 225 | 273 |
| Middle Atlantic | +2 | +16 | +16 | 47 | 1,395 | +23 | +2 | 44 | 2,756 | 217 | 181 | 245 |
| East North Central | +5 | +14 | +12 | 67 | 4,658 | +24 | +5 | 57 | 6,771 | 230 | 194 | 244 |
| West North Central | +5 | +7 | +13 | 74 | 6,249 | +5 | +4 | 51 | 6,678 | 238 | 253 | 243 |
| South Atlantic | +5 | +15 | +11 | 21 | 3,501 | +10 | +2 | 13 | 1,148 | 245 | 257 | 277 |
| South Central | +17 | +26 | +7 | 14 | 1,505 | +31 | -1 | 12 | 1,611 | 198 | 175 | 242 |
| Mountain | +24 | +17 | +6 | 26 | 1,175 | +19 | +1 | 16 | 1,127 | 235 | 253 | 232 |
| Pacific | +6 | +16 | +19 | 73 | 3,295 | +19 | +1 | 28 | 3,201 | 234 | 199 | 297 |
| Electrical group, total | 0 | +9 | +9 | 662 | 173,375 | +90 | -5 | 591 | 261,121 | 162 | 87 | 188 |
| Full-line wholesalers | +7 | +9 | +12 | 426 | 133,935 | +103 | -5 | 418 | 225,443 | 171 | 90 | 198 |
| New England | -3 | +9 | +9 | 31 | 7,901 | +149 | -6 | 30 | 15,106 | 207 | 85 | 238 |
| Middle Atlantic | +11 | +12 | +17 | 64 | 22,537 | +134 | -7 | 63 | 39,190 | 176 | 84 | 212 |
| East North Central | +14 | +12 | +22 | 83 | 31,855 | +100 | -4 | 82 | 47,210 | 149 | 85 | 173 |
| West North Central | -8 | +9 | +3 | 43 | 11,135 | +106 | -5 | 43 | 21,265 | 191 | 85 | 219 |
| South Atlantic | +7 | +1 | +12 | 63 | 17,557 | +89 | -5 | 61 | 30,295 | 178 | 101 | 189 |
| East South Central | +5 | +13 | -1 | 26 | 5,744 | +87 | -6 | 24 | 8,431 | 152 | 86 | 182 |
| West South Central | 0 | 0 | +2 | 48 | 11,079 | +89 | -5 | 48 | 23,594 | 213 | 112 | 224 |
| Mountain | +13 | +24 | +9 | 20 | 5,121 | +81 | -3 | 20 | 7,955 | 155 | 96 | 199 |
| Pacific | +8 | +13 | +14 | 48 | 21,006 | +94 | -7 | 47 | 32,397 | 155 | 87 | 189 |
| Wiring supplies, construction materials distributors | +9 | +13 | +27 | 124 | 10,248 | +32 | 0 | 86 | 9,400 | 124 | 102 | 142 |
| New England | +9 | +6 | +38 | 13 | 768 | +60 | -5 | 4 | 260 | 182 | 107 | 201 |
| Middle Atlantic | +14 | +11 | +33 | 28 | 1,169 | +23 | +3 | 17 | 1,273 | 127 | 126 | 143 |
| East North Central | +7 | +13 | +35 | 30 | 3,119 | +37 | +2 | 24 | 3,356 | 130 | 103 | 146 |
| West North Central | -2 | +13 | +4 | 7 | 856 | +29 | 0 | 5 | 728 | 183 | 146 | 199 |
| South Atlantic | +3 | +28 | +15 | 16 | 2,175 | +30 | -2 | 13 | 1,856 | 95 | 72 | 127 |
| South Central | +35 | -2 | +38 | 12 | 1,128 | +28 | -2 | 8 | 688 | 107 | 110 | 99 |
| Mountain | +35 | +5 | +9 | 5 | 451 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +1 | +14 | +27 | 13 | 582 | +21 | +1 | 12 | 911 | 159 | 132 | 179 |
| Appliances and specialties wholesalers | -24 | +5 | -10 | 112 | 29,192 | +37 | -4 | 87 | 26,278 | 122 | 69 | 143 |
| New England | -13 | +31 | -1 | 12 | 2,182 | +29 | -11 | 10 | 1,339 | 69 | 48 | 102 |
| Middle Atlantic | -29 | -2 | -9 | 25 | 11,089 | +47 | -4 | 12 | 5,913 | 124 | 60 | 170 |
| East North Central | -24 | +22 | -11 | 17 | 3,704 | +37 | -5 | 13 | 3,659 | 111 | 60 | 136 |
| West North Central | -20 | +19 | -6 | 15 | 2,638 | +19 | -6 | 13 | 4,453 | 172 | 114 | 218 |
| South Atlantic | -23 | -3 | -13 | 15 | 3,749 | +39 | -6 | 14 | 3,634 | 111 | 63 | 112 |
| South Central | -23 | -6 | -19 | 10 | 1,467 | +21 | -8 | 8 | 2,293 | 160 | 102 | 163 |
| Mountain | -5 | +12 | 0 | 6 | 1,096 | +41 | -1 | 6 | 1,363 | 124 | 84 | 141 |
| Pacific | -26 | +1 | -14 | 12 | 3,267 | +58 | +5 | 11 | 3,624 | 115 | 54 | 108 |
| Furniture and house furnishings | -21 | +21 | -9 | 86 | 16,810 | +31 | -10 | 69 | 24,397 | 166 | 99 | 224 |
| New England | -13 | +23 | -5 | 5 | 924 | +31 | 0 | 4 | 1,274 | 143 | 93 | 174 |
| Middle Atlantic | -24 | +32 | -15 | 15 | 3,002 | +52 | -10 | 12 | 4,464 | 189 | 98 | 281 |
| East North Central | -34 | +20 | -13 | 8 | 2,168 | +41 | -17 | 6 | 3,279 | 180 | 79 | 260 |
| West North Central | -30 | +23 | -16 | 14 | 2,472 | +34 | -10 | 14 | 5,106 | 207 | 109 | 284 |
| South Atlantic | -3 | +16 | -11 | 11 | 1,113 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -12 | +18 | -7 | 15 | 2,243 | +32 | -9 | 15 | 3,506 | 156 | 104 | 202 |
| Mountain | -14 | +8 | -4 | 6 | 950 | +19 | -1 | 5 | 1,655 | 196 | 136 | 221 |
| Pacific | -14 | +18 | 0 | 12 | 3,938 | +15 | -12 | 10 | 4,379 | 118 | 88 | 158 |
| Hardware | -4 | +19 | +10 | 166 | 73,623 | +27 | -3 | 139 | 132,843 | 208 | 157 | 265 |
| New England | +20 | +36 | +15 | 5 | 908 | +26 | +8 | 4 | 1,976 | 277 | 258 | 358 |
| Middle Atlantic | +5 | +29 | +18 | 34 | 10,997 | +21 | 0 | 28 | 14,438 | 146 | 126 | 189 |
| East North Central | -17 | +20 | +6 | 24 | 14,250 | +24 | -5 | 24 | 26,075 | 183 | 122 | 284 |
| West North Central | -4 | +20 | +6 | 18 | 13,422 | +27 | -4 | 17 | 25,808 | 229 | 170 | 284 |
| South Atlantic | +10 | +22 | +9 | 25 | 7,195 | +26 | -3 | 21 | 13,723 | 212 | 186 | 268 |
| East South Central | +5 | +11 | +5 | 15 | 4,560 | +38 | +1 | 13 | 9,108 | 227 | 173 | 249 |
| West South Central | +2 | +10 | +6 | 14 | 5,266 | +23 | -3 | 8 | 7,761 | 245 | 209 | 272 |
| Mountain | -12 | +6 | +6 | 10 | 2,492 | +24 | -4 | 7 | 3,249 | 283 | 202 | 302 |
| Pacific | -4 | +14 | +18 | 21 | 14,533 | +30 | -2 | 17 | 30,705 | 238 | 175 | 280 |
| Industrial supplies | +4 | +2 | +35 | 82 | 10,708 | +29 | +1 | 59 | 15,509 | 202 | 160 | 197 |
| New England | +17 | +24 | +41 | 7 | 444 | +17 | -1 | 6 | 1,063 | 300 | 301 | 391 |
| Middle Atlantic | +15 | +13 | +47 | 18 | 1,949 | +31 | +1 | 11 | 1,929 | 157 | 143 | 189 |
| East North Central | +9 | +22 | +37 | 9 | 1,669 | +25 | +2 | 7 | 1,451 | 152 | 139 | 178 |
| West North Central | +6 | -3 | +30 | 6 | 706 | +63 | +8 | 4 | 911 | 203 | 116 | 199 |
| South Atlantic | +1 | +10 | +24 | 11 | 1,157 | +34 | 0 | 10 | 2,136 | 188 | 142 | 209 |
| South Central | -7 | -10 | +27 | 24 | 3,818 | +28 | +2 | 15 | 6,279 | 238 | 160 | 188 |
| Pacific | +26 | -5 | +68 | 7 | 965 | +23 | 0 | 6 | 1,740 | 192 | 202 | 181 |
| Jewelry | -12 | +17 | +4 | 153 | 10,418 | +14 | -1 | 87 | 16,819 | 225 | 169 | 267 |
| New England | -11 | +5 | +2 | 6 | 563 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -19 | +13 | +7 | 47 | 3,020 | +3 | -2 | 20 | 3,888 | 215 | 160 | 241 |
| East North Central | -18 | +18 | -2 | 40 | 2,468 | +16 | -1 | 25 | 4,721 | 223 | 158 | 268 |
| West North Central | -7 | +24 | +3 | 16 | 1,398 | +22 | -5 | 11 | 2,321 | 240 | 179 | 318 |
| South Atlantic | -8 | +6 | +6 | 6 | 640 | +29 | -11 | 4 | 1,189 | 205 | 145 | 242 |
| South Central | -7 | +26 | -2 | 6 | 226 | -5 | -9 | 5 | 471 | 219 | 214 | 303 |
| Pacific | -1 | +24 | +8 | 29 | 2,085 | +20 | +8 | 18 | 3,879 | 241 | 192 | 272 |

See footnotes at end of table.

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## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1951 panel | | Percent change | | October 1951 panel | | | | |
| | Oct. 1951 from Oct. 1950 | Oct. 1951 from Sept. 1951 | 10 mos. 1951 from 10 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Oct. 1951 from Oct. 1950 | Oct. 1951 from Sept. 1951 | Number of establishments reporting | Reported dollar values (add 000) | Oct. 1951 | Oct. 1950 | Sept. 1951 |
| Lumber and building materials | -6 | +10 | +4 | 79 | $15,533 | +25 | -1 | 56 | $14,129 | 126 | 98 | 138 |
| Middle Atlantic | +20 | +13 | +15 | 17 | 4,021 | +17 | -4 | 9 | 1,046 | 35 | 39 | 41 |
| East North Central | +6 | +16 | +6 | 11 | 1,667 | +45 | -16 | 8 | 1,124 | 91 | 72 | 131 |
| West North Central | -28 | +20 | -15 | 7 | 795 | +17 | -4 | 4 | 332 | 79 | 43 | 90 |
| South Atlantic | -10 | +7 | +5 | 11 | 1,954 | +19 | +1 | 9 | 1,502 | 161 | 110 | 174 |
| South Central | -13 | +25 | -1 | 5 | 967 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | -9 | +1 | +8 | 7 | 2,583 | +45 | +1 | 6 | 3,887 | 165 | 113 | 162 |
| Pacific | -13 | 0 | +8 | 9 | 1,512 | +10 | -2 | 7 | 2,221 | 184 | 141 | 183 |
| Machinery equipment, supplies (except electrical) | +9 | +6 | +35 | 45 | 7,770 | +23 | +2 | 33 | 11,778 | 186 | 152 | 191 |
| New England | -4 | +18 | +17 | 5 | 521 | +32 | +10 | 4 | 1,139 | 291 | 207 | 318 |
| Middle Atlantic | +18 | +23 | +51 | 9 | 1,941 | +21 | -1 | 6 | 2,237 | 123 | 119 | 154 |
| East North Central | +42 | +35 | +37 | 8 | 1,261 | +27 | +2 | 6 | 1,491 | 165 | 142 | 241 |
| South Atlantic | -25 | +2 | +7 | 6 | 773 | +30 | -5 | 4 | 1,970 | 282 | 159 | 306 |
| South Central | -31 | -30 | +27 | 5 | 603 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +44 | +20 | +56 | 8 | 1,308 | +4 | 0 | 5 | 1,303 | 230 | 268 | 251 |
| Metals | +8 | +22 | +23 | 41 | 15,283 | +18 | -1 | 36 | 15,120 | 101 | 93 | 126 |
| Paints and varnishes | -7 | +5 | +19 | 51 | 7,218 | +13 | -4 | 46 | 17,503 | 248 | 204 | 272 |
| Plumbing and heating supplies | +1 | +11 | +18 | 134 | 22,279 | +21 | -4 | 111 | 29,351 | 149 | 126 | 173 |
| New England | -7 | +10 | -6 | 6 | 390 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +3 | +18 | +15 | 34 | 3,295 | +30 | -2 | 26 | 4,291 | 151 | 122 | 183 |
| East North Central | -6 | +6 | +7 | 15 | 1,796 | +46 | -8 | 13 | 3,016 | 191 | 122 | 221 |
| West North Central | -10 | +13 | 0 | 12 | 1,760 | +37 | -7 | 10 | 2,692 | 164 | 107 | 197 |
| South Atlantic | +6 | +16 | +23 | 38 | 10,101 | +21 | -3 | 38 | 13,367 | 132 | 116 | 158 |
| East South Central | +11 | +1 | +35 | 11 | 2,451 | 0 | -12 | 9 | 3,126 | 141 | 159 | 161 |
| Mountain | -25 | +7 | -9 | 4 | 406 | 0 | +1 | 4 | 750 | 185 | 138 | 195 |
| Pacific | -6 | +15 | +32 | 5 | 1,319 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | +7 | 0 | +3 | 73 | 2,263 | +7 | -1 | 62 | 4,811 | 265 | 261 | 264 |
| Middle Atlantic | +11 | +2 | -11 | 15 | 742 | +3 | 0 | 12 | 1,202 | 221 | 241 | 212 |
| East North Central | -13 | 0 | -4 | 23 | 327 | -4 | 0 | 18 | 921 | 408 | 340 | 426 |
| South Atlantic | -2 | +3 | +8 | 19 | 548 | +8 | -1 | 19 | 1,288 | 235 | 214 | 246 |
| Pacific | 0 | +5 | +9 | 9 | 250 | +30 | +4 | 8 | 692 | 380 | 267 | 349 |
| Surgical, medical, equipment, supplies | -1 | +15 | +24 | 29 | 5,331 | +22 | -2 | 25 | 5,799 | 118 | 95 | 139 |
| Middle Atlantic | 0 | +20 | +20 | 6 | 886 | +24 | 0 | 5 | 698 | 86 | 69 | 103 |
| East North Central | -2 | +16 | +30 | 8 | 2,334 | +31 | -6 | 7 | 2,366 | 108 | 80 | 134 |
| West South Central | -6 | 0 | +18 | 4 | 505 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Beer | -1 | +1 | +5 | 38 | 1,768 | -1 | -5 | 33 | 723 | 46 | 45 | 48 |
| Middle Atlantic | -8 | -3 | +4 | 8 | 394 | +15 | +6 | 7 | 86 | 22 | 18 | 20 |
| East North Central | +2 | +6 | +3 | 13 | 565 | +4 | -3 | 12 | 242 | 45 | 44 | 49 |
| West North Central | -7 | -7 | -1 | 4 | 99 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | 0 | -3 | +10 | 5 | 386 | -24 | -21 | 4 | 162 | 48 | 64 | 59 |
| Pacific | +1 | +2 | +7 | 4 | 244 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Chemicals, industrial | 0 | +12 | +23 | 14 | 3,118 | +38 | -2 | 9 | 1,706 | 65 | 49 | 73 |
| Clothing and furnishings (except shoes) | -14 | -1 | +1 | 23 | 3,249 | +11 | -6 | 15 | 2,823 | 125 | 110 | 136 |
| Coal | +7 | +20 | +16 | 20 | 4,832 | 0 | +2 | 17 | 6,267 | 137 | 156 | 163 |
| Confectionery | +14 | +13 | +9 | 40 | 1,435 | +8 | +4 | 22 | 828 | 101 | 107 | 109 |
| Middle Atlantic | +20 | +15 | +12 | 8 | 434 | -6 | +3 | 4 | 166 | 69 | 83 | 78 |
| East North Central | +20 | +11 | +6 | 4 | 103 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +4 | +5 | +6 | 13 | 344 | +3 | 0 | 8 | 304 | 126 | 126 | 125 |
| South Central | +13 | +14 | +13 | 11 | 452 | +21 | +10 | 5 | 239 | 102 | 104 | 110 |
| Dairy and poultry products | +12 | +9 | +14 | 21 | 4,221 | +37 | +13 | 14 | 1.741 | 48 | 41 | 46 |
| Drugs and sundries (liquor excluded) | +11 | +14 | +13 | 202 | 67,069 | +10 | +2 | 163 | 99,590 | 183 | 184 | 204 |
| New England | +7 | +13 | +13 | 14 | 3,355 | +7 | +6 | 12 | 4,647 | 173 | 185 | 187 |
| Middle Atlantic | +8 | +15 | +10 | 27 | 11,397 | +7 | +5 | 19 | 11.566 | 165 | 168 | 179 |
| East North Central | +9 | +15 | +15 | 25 | 10,914 | +12 | +1 | 19 | 13,821 | 161 | 157 | 185 |
| West North Central | +12 | +13 | +10 | 19 | 6,988 | +5 | +3 | 17 | 10,191 | 169 | 179 | 185 |
| South Atlantic | +11 | +9 | +13 | 32 | 7,881 | +13 | +2 | 24 | 11,433 | 195 | 192 | 203 |
| East South Central | +6 | +10 | +11 | 15 | 3,773 | +9 | -1 | 11 | 5,937 | 192 | 187 | 218 |
| West South Central | +13 | +12 | +12 | 32 | 8,750 | +9 | +1 | 27 | 16,004 | 218 | 225 | 241 |
| Mountain | +13 | +16 | +14 | 12 | 3,159 | +13 | 0 | 10 | 5,999 | 196 | 195 | 227 |
| Pacific | +15 | +20 | +17 | 26 | 10,852 | +15 | +3 | 24 | 19,992 | 185 | 184 | 217 |
| Dry goods | -11 | +2 | 0 | 166 | 44,968 | +2 | -9 | 134 | 71,886 | 190 | 164 | 213 |
| New England | -13 | +11 | -1 | 6 | 667 | +21 | -14 | 6 | 775 | 116 | 84 | 149 |
| Middle Atlantic | -17 | +10 | +5 | 47 | 7,927 | +13 | -9 | 34 | 11,454 | 203 | 148 | 251 |
| East North Central | -18 | -4 | -8 | 16 | 4,969 | -9 | -11 | 16 | 6,611 | 133 | 121 | 144 |
| West North Central | -12 | 0 | +1 | 17 | 14,156 | 0 | -10 | 17 | 30,074 | 212 | 186 | 235 |
| South Atlantic | -5 | +8 | +3 | 21 | 5,186 | +4 | -14 | 16 | 6,623 | 142 | 128 | 176 |
| East South Central | +8 | -10 | +1 | 13 | 1,895 | +7 | -11 | 8 | 2,548 | 192 | 197 | 186 |
| West South Central | +3 | +2 | -3 | 15 | 3,333 | -13 | -1 | 15 | 5,574 | 167 | 198 | 172 |
| Mountain | -5 | +1 | +8 | 6 | 599 | +15 | -6 | 5 | 1,417 | 265 | 208 | 282 |
| Pacific | -11 | -1 | -1 | 25 | 6,236 | +8 | -8 | 17 | 6,810 | 269 | 192 | 296 |
| Farm supplies | +14 | +18 | +13 | 20 | 3,326 | +20 | -5 | 10 | 956 | 49 | 54 | 59 |
| Fresh fruits and vegetables | +17 | +7 | +3 | 63 | 5,248 | +6 | +13 | 39 | 1,259 | 36 | 38 | 35 |
| New England | +24 | +25 | +1 | 6 | 282 | +33 | +18 | 5 | 52 | 29 | 23 | 33 |
| Middle Atlantic | +15 | +12 | +2 | 16 | 1,462 | +22 | +23 | 8 | 224 | 36 | 30 | 32 |
| East North Central | +19 | -2 | +2 | 13 | 1,326 | -22 | +13 | 6 | 36 | 13 | 17 | 14 |
| West North Central | +25 | +18 | +3 | 7 | 688 | +5 | +39 | 7 | 244 | 35 | 42 | 30 |
| South Atlantic | +21 | 0 | +19 | 7 | 396 | +10 | +34 | 5 | 87 | 25 | 28 | 19 |
| East South Central | -1 | -3 | +7 | 6 | 305 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +24 | +5 | +7 | 5 | 438 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |

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See footnotes at end of table.

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# WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
## OCTOBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | October 1951 panel | | Percent change | | October 1951 panel | | | | |
| | Oct. 1951 from Oct. 1950 | Oct. 1951 from Sept. 1951 | 10 mos. 1951 from 10 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Oct. 1951 from Oct. 1950 | Oct. 1951 from Sept. 1951 | Number of establishments reporting | Reported dollar values (add 000) | Oct. 1951 | Oct. 1950 | Sept. 1951 |
| Groceries, total | +16 | +12 | +5 | 835 | $148,188 | -4 | +4 | 664 | $151,421 | 133 | 158 | 144 |
| Nonaffiliated full-line wholesalers[3] | +15 | +10 | +5 | 565 | 65,102 | -4 | +5 | 473 | 71,855 | 133 | 157 | 140 |
| New England | +3 | +11 | -4 | 7 | 1,619 | -5 | +5 | 4 | 2,483 | 178 | 191 | 189 |
| Middle Atlantic | +15 | +19 | +1 | 19 | 2,663 | -2 | +9 | 11 | 2,473 | 129 | 149 | 144 |
| East North Central | +15 | +9 | +4 | 146 | 15,713 | -11 | +2 | 136 | 17,828 | 127 | 163 | 133 |
| West North Central | +15 | +6 | +5 | 58 | 6,379 | -3 | +3 | 49 | 7,586 | 139 | 166 | 143 |
| South Atlantic | +16 | +7 | +8 | 63 | 8,222 | +4 | +6 | 39 | 7,223 | 125 | 139 | 125 |
| East South Central | +13 | +11 | +5 | 41 | 4,894 | -6 | +11 | 31 | 4,605 | 120 | 145 | 120 |
| West South Central | +19 | +8 | +7 | 112 | 14,206 | -3 | +3 | 89 | 15,166 | 139 | 167 | 145 |
| Mountain | +2 | +6 | +5 | 23 | 2,305 | -4 | +6 | 21 | 3,050 | 143 | 152 | 144 |
| Pacific | +15 | +19 | +5 | 96 | 9,101 | +6 | +6 | 93 | 11,441 | 132 | 143 | 149 |
| Voluntary-group wholesalers | +15 | +12 | +4 | 166 | 54,837 | -6 | +4 | 123 | 56,134 | 140 | 167 | 148 |
| New England | +22 | +28 | +5 | 11 | 4,144 | -7 | +10 | 9 | 2,643 | 121 | 156 | 127 |
| Middle Atlantic | +16 | +15 | +4 | 39 | 15,462 | -10 | +4 | 28 | 15,954 | 138 | 175 | 152 |
| East North Central | +24 | +12 | +11 | 46 | 11,094 | -9 | +6 | 30 | 7,721 | 122 | 165 | 123 |
| West North Central | -1 | +4 | -6 | 32 | 10,621 | -5 | -3 | 32 | 17,587 | 166 | 172 | 178 |
| South Atlantic | +23 | +15 | +9 | 13 | 3,315 | +7 | +10 | 7 | 2,085 | 109 | 125 | 115 |
| Pacific | +22 | +15 | +12 | 12 | 5,249 | +6 | +13 | 4 | 2,749 | 115 | 127 | 122 |
| Retailer-cooperative warehouses | +22 | +6 | +11 | 21 | 10,176 | -5 | -2 | 14 | 5,716 | 106 | 136 | 131 |
| Specialty lines wholesalers | +18 | +28 | +6 | 83 | 18,073 | +5 | +7 | 54 | 17,716 | 123 | 141 | 152 |
| New England | +30 | -10 | +10 | 4 | 95 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +19 | +29 | +4 | 19 | 4,547 | -1 | +6 | 12 | 3,422 | 89 | 109 | 109 |
| East North Central | +12 | +8 | -2 | 9 | 777 | -9 | +8 | 4 | 193 | 59 | 71 | 65 |
| South Atlantic | +22 | +10 | +13 | 18 | 2,119 | +31 | +8 | 12 | 2,310 | 131 | 122 | 132 |
| East South Central | +18 | +23 | +9 | 6 | 726 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | +18 | +14 | +8 | 5 | 406 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +17 | +41 | +3 | 17 | 8,513 | +3 | +6 | 14 | 10,387 | 151 | 172 | 208 |
| Leather and shoe findings | +5 | -2 | +6 | 29 | 636 | +2 | -4 | 16 | 1,134 | 302 | 314 | 343 |
| Middle Atlantic | +2 | +4 | +6 | 6 | 47 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | +8 | -4 | +2 | 6 | 110 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West North Central | -7 | +13 | -5 | 4 | 79 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +12 | -8 | +12 | 7 | 321 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Meats and meat products | +14 | -3 | +19 | 38 | 23,234 | +2 | +9 | 33 | 8,222 | 46 | 51 | 40 |
| Middle Atlantic | +24 | +7 | +21 | 10 | 4,738 | +13 | +6 | 10 | 2,223 | 47 | 52 | 47 |
| East North Central | -3 | -13 | +17 | 13 | 8,293 | -20 | +7 | 12 | 3,435 | 45 | 53 | 36 |
| Pacific | +50 | +10 | +31 | 4 | 4,545 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Paper and its products | +6 | +17 | +24 | 61 | 10,697 | +20 | -2 | 39 | 8,614 | 110 | 96 | 133 |
| New England | +8 | +18 | +23 | 5 | 323 | +7 | 0 | 4 | 364 | 203 | 201 | 217 |
| Middle Atlantic | +9 | +22 | +33 | 17 | 3,011 | +12 | -5 | 10 | 1,280 | 68 | 66 | 88 |
| East North Central | +2 | +21 | +21 | 18 | 4,006 | +21 | 0 | 14 | 3,480 | 93 | 78 | 114 |
| West North Central | +16 | +21 | +18 | 4 | 393 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +14 | +12 | +26 | 7 | 968 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +5 | +5 | +20 | 7 | 1,598 | +23 | 0 | 6 | 2,454 | 185 | 157 | 197 |
| Petroleum | +10 | +19 | +10 | 28 | 5,669 | +25 | -1 | 28 | 5,752 | 101 | 89 | 122 |
| Shoes and other footwear | +7 | -16 | +18 | 38 | 28,937 | +48 | -2 | 33 | 75,386 | 264 | 191 | 224 |
| Tobacco products | +14 | +14 | +5 | 262 | 45,935 | +9 | +9 | 164 | 19,274 | 60 | 64 | 63 |
| New England | +9 | +12 | +1 | 22 | 3,117 | +6 | 0 | 13 | 701 | 55 | 57 | 59 |
| Middle Atlantic | +17 | +13 | +5 | 57 | 15,497 | +15 | +10 | 37 | 8,257 | 67 | 70 | 70 |
| East North Central | +15 | +20 | +5 | 64 | 9,027 | +5 | +16 | 38 | 3,066 | 58 | 63 | 60 |
| West North Central | +11 | +8 | +5 | 42 | 5,676 | +8 | +8 | 28 | 2,650 | 62 | 64 | 60 |
| South Atlantic | +12 | +10 | +7 | 24 | 5,463 | +8 | +2 | 20 | 2,499 | 52 | 54 | 57 |
| East South Central | +19 | +15 | +8 | 10 | 1,564 | +5 | +8 | 6 | 641 | 49 | 56 | 52 |
| West South Central | +11 | +12 | +1 | 23 | 2,256 | +8 | +9 | 9 | 499 | 47 | 49 | 49 |
| Mountain | +24 | +19 | +12 | 8 | 970 | -12 | -3 | 7 | 600 | 63 | 90 | 77 |
| Pacific | +14 | +30 | +5 | 13 | 2,365 | -1 | +4 | 6 | 361 | 53 | 55 | 58 |
| Wines and spirits[4] | +48 | +63 | +3 | 228 | 113,481 | +3 | +4 | 171 | 99,236 | 122 | 175 | 194 |
| New England | +44 | +43 | +7 | 20 | 8,790 | +9 | +7 | 11 | 3,209 | 91 | 129 | 164 |
| Middle Atlantic | +44 | +70 | +5 | 37 | 37,586 | +14 | -1 | 32 | 29,518 | 109 | 142 | 189 |
| East North Central | +53 | +62 | +8 | 38 | 16,677 | -7 | -6 | 27 | 15,527 | 108 | 177 | 187 |
| West North Central | +33 | +53 | -11 | 27 | 8,448 | -7 | +6 | 22 | 9,108 | 162 | 220 | 225 |
| South Atlantic | +36 | +55 | +4 | 29 | 10,463 | -3 | +25 | 28 | 12,941 | 125 | 176 | 156 |
| East South Central | +34 | +36 | +1 | 12 | 3,247 | +5 | +3 | 10 | 4,035 | 146 | 181 | 192 |
| West South Central | +55 | +77 | -2 | 24 | 7,776 | -24 | +10 | 18 | 5,732 | 110 | 207 | 157 |
| Mountain | +40 | +53 | +4 | 9 | 2,834 | +22 | +16 | 6 | 1,888 | 85 | 104 | 122 |
| Pacific | +78 | +73 | +4 | 32 | 17,660 | +15 | +2 | 17 | 17,278 | 170 | 248 | 288 |
| Miscellaneous | +10 | +21 | +13 | 39 | 8,607 | +38 | +1 | 28 | 7,483 | 136 | 99 | 172 |

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Central - East South Central and West South Central combined.

South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Aris., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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MONTHLY

# WHOLESALE TRADE REPORT

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UNIVERSITY OF ILLINOIS

## NOVEMBER 1951

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Roy V. Peel, Director

FOR RELEASE
JANUARY 5, 1952

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,160 wholesale establishments in various lines of business.

### SALES

Wholesale dollar sales in November declined seasonally 8 percent below the level of the previous month, yet indicated a gain of 3 percent above November a year ago. Cumulative sales for the first 11 months of 1951 were 8 percent ahead of the corresponding period of last year.

Regionally, the West South Central area reported the only increase (1%) over October sales, as well as the largest gain (13%) over November a year ago. All other geographic divisions showed declines of 3 to 13 percent below the previous month. Although most regions experienced sales gains over a year ago, the Middle Atlantic and West North Central areas each showed small (2%) declines while the New England region indicated no change from November 1950.

Most trades covered in this report indicated sales below October levels, the heaviest drop, 27 percent, being shown in wines and spirits, which experienced unusually high sales a month earlier. However, dairy and poultry products, with an increase of 21 percent, led 11 trades (mostly non-durable goods) which reflected increased sales over the previous month. Compared with a year ago, 24 trades reported sales gains, with coal showing the largest increase, 30 percent. While declines were generally small, significant decreases were noted in wines and spirits (11%), appliances and specialties (11%) and furniture and house furnishings (15%).

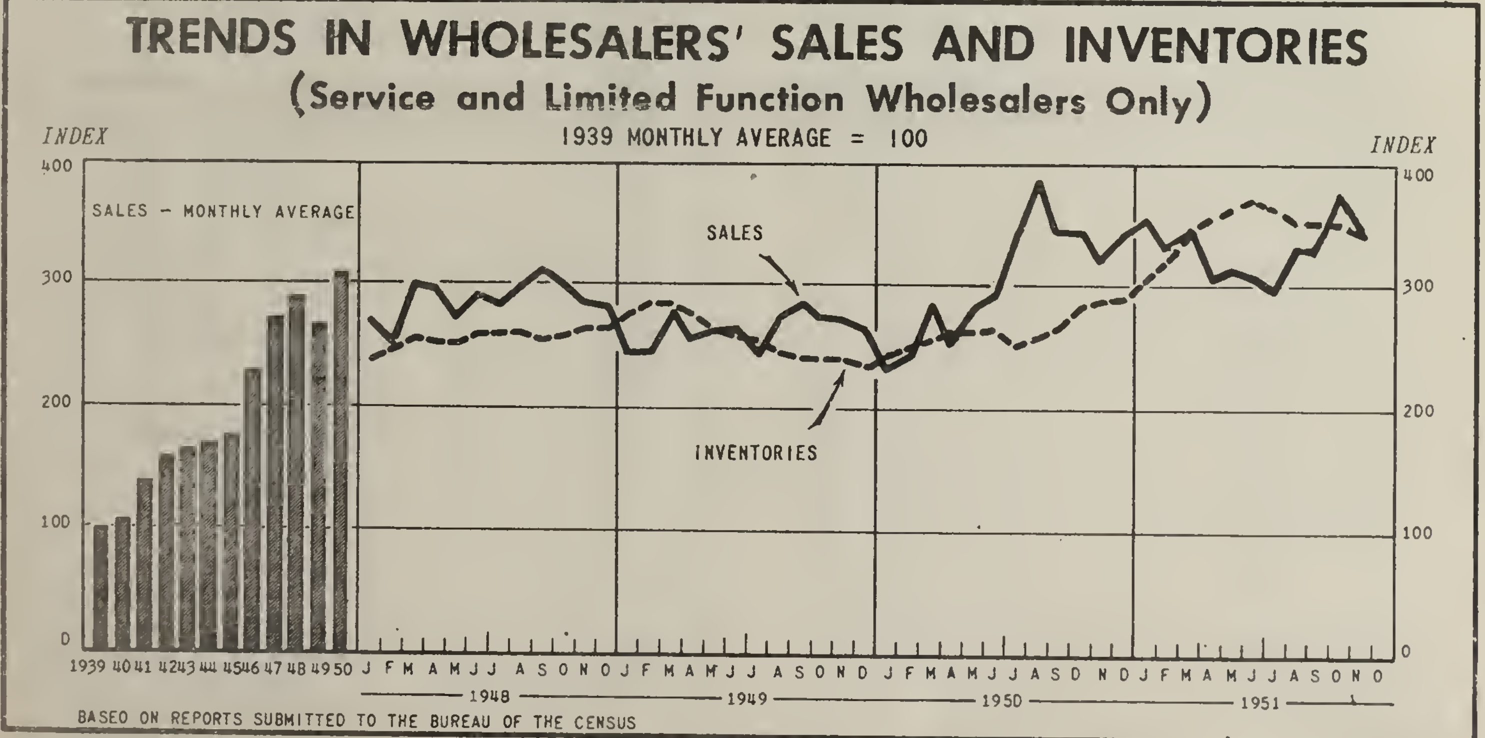
### INVENTORIES

Wholesalers' inventories (at cost) at the end of November dropped 3 percent below the October 31 stock level, thereby registering the fifth successive month-to-month decrease. However, stocks were up 16 percent over the dollar value of merchandise on hand a year ago. The West North Central region, while following the national trend, reported the heaviest decrease (6%) below the previous month and the smallest gain (1%) over a year ago. According to the reports of 3,196 establishments submitting inventories in conjunction with sales, the November stock-sales ratio of 161 was 8 points above October 1951 and 17 points higher than November last year.

### RETAIL

November sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, remained at the same level as a month earlier, but showed a 4 percent gain over a year ago.

TRENDS IN WHOLESALERS' SALES AND INVENTORIES
(Service and Limited Function Wholesalers Only)



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## NOVEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventories, end-of-month ([illegible]) | | | | [illegible] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1951 panel | | Percent change | | November 1951 panel | | | | |
| | Nov. 1951 from Nov. 1950 | Nov. 1951 from Oct. 1951 | 11 mos. 1951 from 11 mos. 1950² | Number of establishments reporting | Reported dollar values (add 000) | Nov. 1951 from Nov. 1950 | Nov. 1951 from Oct. 1951 | Number of establishments reporting | Reported dollar values (add 000) | Nov. 1951 | [illegible] | [illegible] |
| United States, total | +3 | -8 | +8 | 4,160 | $851,281 | [illegible] | -3 | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| New England | 0 | -3 | +7 | 233 | 38,294 | +24 | -3 | [illegible] | [illegible] | 154 | [illegible] | [illegible] |
| Middle Atlantic | -2 | -13 | +8 | 775 | [illegible] | +20 | -1 | 545 | [illegible] | [illegible] | [illegible] | [illegible] |
| East North Central | +7 | -6 | +11 | 815 | 159,675 | +17 | -3 | [illegible] | [illegible] | 134 | [illegible] | [illegible] |
| West North Central | -2 | -9 | +2 | 493 | 105,622 | +1 | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| South Atlantic | +3 | -8 | +9 | 525 | 96,566 | +22 | -1 | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| East South Central | +4 | -8 | +5 | 191 | 32,871 | +14 | -3 | [illegible] | 42,648 | [illegible] | 146 | [illegible] |
| West South Central | +13 | +1 | +7 | 382 | 75,908 | +15 | -3 | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| Mountain | +1 | -9 | +8 | 175 | 28,439 | +13 | -3 | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| Pacific | +7 | -9 | +11 | 521 | 115,042 | +20 | -3 | [illegible] | [illegible] | 173 | [illegible] | [illegible] |
| Automotive supplies | -2 | -11 | +11 | 331 | 20,511 | +17 | -1 | [illegible] | [illegible] | 222 | [illegible] | [illegible] |
| New England | -13 | -17 | +7 | 12 | 530 | +8 | [illegible] | 7 | 437 | [illegible] | [illegible] | 220 |
| Middle Atlantic | +4 | +7 | +14 | 50 | 1,672 | +24 | +5 | 46 | 3,255 | 222 | [illegible] | 226 |
| East North Central | +1 | -5 | +11 | 69 | 4,388 | +15 | -6 | 57 | [illegible] | 196 | [illegible] | [illegible] |
| West North Central | -1 | -14 | +11 | 73 | 5,251 | +10 | -1 | 23 | 3,240 | 214 | 225 | [illegible] |
| South Atlantic | -9 | -20 | +9 | 22 | 2,849 | +9 | -1 | 13 | 1,158 | 244 | [illegible] | [illegible] |
| South Central | -11 | -16 | +5 | 11 | 2,111 | +38 | +6 | 6 | 955 | 212 | [illegible] | 230 |
| Mountain | +2 | -14 | +5 | 20 | 595 | +16 | +1 | 16 | 1,143 | [illegible] | [illegible] | 235 |
| Pacific | +9 | -8 | +18 | 74 | 3,115 | +22 | +2 | 30 | 3,622 | 268 | 249 | [illegible] |
| Electrical group, total | +6 | 0 | +8 | 669 | 176,359 | +52 | -7 | 593 | 245,410 | 149 | [illegible] | 161 |
| Full-line wholesalers | +11 | +1 | +12 | 427 | 137,297 | +62 | -8 | 419 | 208,444 | 153 | 105 | [illegible] |
| New England | +4 | +9 | +8 | 32 | 8,797 | +80 | -8 | 32 | 14,434 | 164 | 95 | [illegible] |
| Middle Atlantic | +12 | -1 | +16 | 60 | 22,423 | +89 | -7 | 58 | 36,041 | 164 | [illegible] | [illegible] |
| East North Central | +19 | -1 | +21 | 87 | 32,896 | +62 | -10 | 86 | 43,853 | 134 | 98 | [illegible] |
| West North Central | -3 | +4 | +3 | 43 | 11,574 | +59 | -10 | 43 | 19,082 | 165 | 101 | 191 |
| South Atlantic | +5 | -2 | +11 | 61 | 17,075 | +62 | -4 | 59 | 28,698 | 175 | 113 | [illegible] |
| East South Central | +8 | -6 | 0 | 26 | 5,409 | +42 | -11 | 24 | 7,540 | 143 | 110 | [illegible] |
| West South Central | +16 | +8 | +3 | 48 | 11,985 | +55 | -6 | 48 | 22,102 | 184 | 139 | 213 |
| Mountain | +1 | -6 | +8 | 20 | 4,830 | +59 | -3 | 20 | 7,697 | 159 | [illegible] | 155 |
| Pacific | +17 | +6 | +14 | 50 | 22,308 | +44 | -10 | 49 | 28,998 | 131 | 107 | [illegible] |
| Wiring supplies, construction materials distributors | +6 | -12 | +24 | 125 | 10,254 | +27 | -1 | 85 | 10,801 | 142 | [illegible] | 122 |
| New England | +20 | +3 | +36 | 13 | 792 | +60 | +7 | 4 | 278 | 163 | 114 | [illegible] |
| Middle Atlantic | +12 | -7 | +30 | 36 | 1,603 | +21 | 0 | 22 | 2,049 | 159 | 150 | 145 |
| East North Central | +13 | -5 | +32 | 26 | 3,316 | +35 | +3 | 21 | 3,589 | 131 | 108 | [illegible] |
| West North Central | -19 | -7 | +2 | 8 | 991 | +6 | -8 | 6 | 926 | 166 | 111 | [illegible] |
| South Atlantic | -4 | -26 | +14 | 14 | 1,514 | +26 | -4 | 11 | 1,568 | 118 | 87 | [illegible] |
| South Central | +6 | -28 | +36 | 10 | 874 | +18 | -3 | 6 | 865 | 179 | 147 | 122 |
| Mountain | +13 | -22 | +10 | 5 | 352 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +8 | -12 | +25 | 13 | 812 | +24 | -3 | 12 | 1,220 | 152 | 132 | [illegible] |
| Appliances and specialties wholesalers | -11 | -2 | -10 | 117 | 28,808 | +8 | -3 | 89 | 26,165 | 125 | 106 | [illegible] |
| New England | -12 | -2 | -1 | 12 | 2,141 | -2 | -6 | 10 | 1,262 | 68 | 59 | [illegible] |
| Middle Atlantic | -17 | +1 | -10 | 25 | 11,142 | +18 | -4 | 12 | 6,775 | 138 | 101 | [illegible] |
| East North Central | -18 | -9 | -12 | 20 | 3,882 | +17 | -3 | 16 | 4,252 | 124 | 83 | [illegible] |
| West North Central | -9 | -11 | -7 | 13 | 2,129 | -13 | -5 | 11 | 3,509 | 169 | 174 | [illegible] |
| South Atlantic | -8 | -10 | -13 | 17 | 3,542 | +19 | -2 | 16 | 3,803 | 117 | 92 | [illegible] |
| South Central | +1 | -7 | -18 | 8 | 1,141 | -8 | -3 | 6 | 1,695 | 155 | [illegible] | [illegible] |
| Mountain | +14 | +13 | +1 | 7 | 1,310 | -2 | -13 | 7 | 1,356 | 104 | 120 | [illegible] |
| Pacific | +3 | +5 | -13 | 15 | 3,521 | +8 | +1 | 11 | 3,513 | 115 | 119 | [illegible] |
| Furniture and house furnishings | -13 | -8 | -10 | 85 | 15,506 | +8 | -12 | 67 | 21,277 | 161 | [illegible] | [illegible] |
| New England | -15 | -4 | -6 | 4 | 858 | +19 | -10 | 4 | 1,147 | 134 | 96 | 143 |
| Middle Atlantic | -17 | -7 | -15 | 17 | 2,885 | +25 | -16 | 13 | 4,029 | 192 | 128 | 199 |
| East North Central | -17 | -12 | -13 | 8 | 1,909 | +5 | -9 | 6 | 2,998 | 188 | 143 | [illegible] |
| West North Central | -22 | -7 | -16 | 12 | 2,123 | +9 | -14 | 12 | 4,139 | 195 | 139 | [illegible] |
| South Atlantic | +2 | -11 | -10 | 11 | 996 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Central | -4 | -4 | -6 | 15 | 2,150 | +13 | -9 | 15 | 3,175 | 148 | 127 | [illegible] |
| Mountain | -9 | -8 | -7 | 7 | 1,121 | +2 | -8 | 5 | 1,523 | 184 | 157 | [illegible] |
| Pacific | -11 | -10 | -1 | 11 | 3,464 | -3 | -13 | [illegible] | 3,593 | 110 | 100 | 115 |
| Hardware | -4 | -10 | +9 | 166 | 66,863 | +15 | -5 | 138 | 126,830 | 221 | [illegible] | [illegible] |
| New England | -20 | -23 | +11 | 4 | 547 | +17 | -2 | 4 | 1,933 | 353 | 241 | [illegible] |
| Middle Atlantic | +2 | -12 | +16 | 37 | 10,086 | +12 | -4 | 29 | 13,975 | 164 | [illegible] | [illegible] |
| East North Central | -13 | -13 | +4 | 25 | 12,803 | +11 | -5 | 24 | 24,755 | 200 | 156 | [illegible] |
| West North Central | -6 | -11 | +5 | 18 | 11,982 | +13 | -6 | 17 | 23,772 | 223 | 195 | [illegible] |
| South Atlantic | +6 | -9 | +9 | 24 | 6,539 | +20 | 0 | 21 | 14,029 | 231 | 205 | 209 |
| East South Central | +7 | -3 | +5 | 15 | 4,198 | +23 | +2 | 13 | 9,290 | 252 | 220 | 227 |
| West South Central | -1 | -6 | +5 | 15 | 5,252 | +7 | -8 | 9 | 7,642 | 236 | 220 | [illegible] |
| Mountain | -9 | -12 | +5 | 7 | 2,027 | +10 | [illegible] | 4 | 2,524 | 283 | 249 | [illegible] |
| Pacific | -5 | -8 | +15 | 21 | 13,429 | +20 | -6 | 17 | [illegible] | 245 | [illegible] | [illegible] |
| Industrial supplies | +9 | +2 | +32 | 78 | 10,344 | +26 | +1 | 57 | 14,979 | 191 | [illegible] | 202 |
| New England | +8 | -10 | +37 | 7 | 398 | +20 | +3 | 6 | 1,095 | [illegible] | 313 | [illegible] |
| Middle Atlantic | +5 | -8 | +43 | 18 | 1,583 | +32 | +3 | 12 | 2,072 | 173 | 142 | [illegible] |
| East North Central | +11 | -8 | +34 | 7 | 1,486 | +19 | -1 | 6 | [illegible] | [illegible] | [illegible] | [illegible] |
| West North Central | +32 | +11 | +29 | 6 | 781 | +45 | -5 | 4 | 861 | 184 | [illegible] | [illegible] |
| South Atlantic | +1 | -11 | +21 | 11 | 1,031 | +34 | -1 | 10 | 2,123 | [illegible] | [illegible] | [illegible] |
| South Central | +8 | +18 | +25 | 24 | 4,511 | +25 | +1 | 15 | 6,369 | [illegible] | [illegible] | [illegible] |
| Pacific | +14 | -14 | +64 | 5 | 554 | +11 | 0 | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| Jewelry | -7 | +5 | +3 | 147 | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| New England | -1 | +14 | +1 | 7 | 659 | +1 | -11 | [illegible] | [illegible] | [illegible] | [illegible] | [illegible] |
| Middle Atlantic | -13 | +7 | +4 | 48 | 3,010 | +5 | -4 | 17 | 2,891 | 177 | 141 | [illegible] |
| East North Central | -5 | +12 | -2 | 38 | 2,435 | +8 | -10 | 24 | 3,461 | [illegible] | 148 | [illegible] |
| West North Central | -13 | -1 | +1 | 14 | 1,177 | +6 | -10 | [illegible] | 2,079 | [illegible] | [illegible] | [illegible] |
| South Atlantic | -8 | -3 | +4 | 7 | 661 | +14 | -5 | 4 | [illegible] | [illegible] | [illegible] | [illegible] |
| South Central | -17 | -9 | -3 | 5 | 137 | -2 | -6 | 4 | 372 | [illegible] | 252 | [illegible] |
| Pacific | 0 | +1 | +7 | 25 | 2,056 | 0 | -11 | 17 | 3,523 | [illegible] | [illegible] | 241 |

See footnotes at end of table.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## NOVEMBER 1951

(Date are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventories, end-of-month (at cost) | | | | Stock-sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | November 1951 panel | | Percent change | | November 1951 panel | | | | |
| | Nov. 1951 from Nov. 1950 | Nov. 1951 from Oct. 1951 | 11 mos 1951 from 11 mos 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Nov. 1951 from Nov. 1950 | Nov. 1951 from Oct. 1951 | Number of establishments reporting | Reported dollar values (add 000) | Nov. 1951 | Nov. 1950 | Oct. 1951 |
| Lumber and building materials | -3 | -14 | +3 | 80 | $13,633 | +23 | +3 | 56 | $14,604 | 151 | [illegible] | 12[illegible] |
| Middle Atlantic | -12 | -23 | +12 | 17 | 3,153 | +45 | +22 | 9 | 1,277 | 60 | 36 | 35 |
| East North Central | -5 | -31 | +6 | 11 | 1,309 | +29 | +4 | 7 | 1,162 | 134 | 108 | 91 |
| West North Central | -17 | -24 | -15 | 7 | 604 | +18 | +5 | 4 | 347 | 112 | 74 | 79 |
| South Atlantic | -3 | -3 | +5 | 11 | 1,889 | +30 | +8 | 8 | 1,487 | 223 | 148 | 190 |
| South Central | -3 | -10 | -1 | 5 | 870 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Mountain | -5 | -13 | +7 | 7 | 2,259 | +38 | +2 | 6 | 3,978 | 192 | 144 | 165 |
| Pacific | -10 | -1 | +6 | 9 | 1,490 | +3 | +2 | 7 | 2,264 | 181 | 165 | 184 |
| Machinery equipment, supplies (except electrical) | +22 | -16 | +35 | 50 | 8,807 | +32 | -2 | 37 | 15,534 | 212 | 188 | 177 |
| New England | -2 | -10 | +16 | 5 | 470 | +29 | -1 | 4 | 1,133 | 330 | 243 | 291 |
| Middle Atlantic | +13 | -16 | +46 | 10 | 1,648 | +30 | -1 | 6 | 2,224 | 144 | 125 | 123 |
| East North Central | +38 | +12 | +36 | 10 | 1,659 | +29 | -1 | 8 | 1,860 | 169 | 140 | 168 |
| South Atlantic | -2 | -9 | +6 | 6 | 716 | +16 | -6 | 4 | 1,660 | 256 | 221 | 246 |
| South Central | +65 | -41 | +35 | 6 | 1,754 | +61 | -1 | 5 | 5,722 | 329 | 343 | 197 |
| Pacific | +16 | +15 | +51 | 9 | 1,174 | +4 | -6 | 6 | 1,451 | 261 | 263 | 244 |
| Metals | +5 | -13 | +21 | 43 | 13,662 | +24 | +6 | 38 | 16,606 | 124 | 106 | 102 |
| Paints and varnishes | -4 | -17 | +16 | 52 | 5,964 | +7 | -5 | 47 | 16,538 | 283 | 254 | 249 |
| Plumbing and heating supplies | +1 | -8 | +16 | 133 | 20,016 | +21 | -1 | 110 | 28,903 | 163 | 137 | 151 |
| New England | -9 | -12 | -6 | 6 | 342 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -6 | -12 | +13 | 34 | 2,916 | +15 | +2 | 26 | 4,378 | 177 | 140 | 151 |
| East North Central | -8 | -19 | +5 | 15 | 1,608 | +44 | -3 | 13 | 3,384 | 238 | 152 | 197 |
| West North Central | -30 | -15 | -3 | 10 | 906 | +22 | -4 | 8 | 1,682 | 205 | 118 | 186 |
| South Atlantic | +5 | -9 | +21 | 38 | 9,165 | +28 | -1 | 38 | 13,256 | 145 | 118 | 132 |
| East South Central | +21 | +5 | +33 | 11 | 2,572 | -2 | -4 | 9 | 3,009 | 127 | 160 | 141 |
| Mountain | -16 | -11 | -11 | 5 | 433 | +2 | -2 | 5 | 977 | 226 | 183 | 206 |
| Pacific | -3 | -8 | +28 | 5 | 1,215 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | -6 | -6 | +2 | 64 | 1,828 | +2 | 0 | 53 | 3,928 | 266 | 248 | 261 |
| Middle Atlantic | -5 | +4 | -10 | 14 | 742 | -1 | +6 | 11 | 1,152 | 195 | 191 | 210 |
| East North Central | -19 | -20 | -6 | 22 | 231 | -3 | -1 | 17 | 836 | 501 | 424 | 446 |
| South Atlantic | +7 | +3 | +8 | 15 | 410 | +6 | -2 | 15 | 896 | 219 | 220 | 229 |
| Pacific | -10 | -22 | +8 | 7 | 141 | +10 | -5 | 6 | 429 | 482 | 375 | 398 |
| Surgical, medical equipment, supplies | +2 | -2 | +22 | 30 | 5,155 | +15 | 0 | 26 | 5,742 | 119 | 106 | 117 |
| Middle Atlantic | -3 | -7 | +18 | 6 | 822 | +21 | +1 | 5 | 704 | 95 | 75 | 86 |
| East North Central | +4 | +4 | +27 | 10 | 2,535 | +12 | +1 | 9 | 2,538 | 105 | 98 | 109 |
| South Atlantic | +10 | -2 | +22 | 5 | 579 | +15 | +3 | 4 | 722 | 128 | 125 | 124 |
| Beer | +16 | -4 | +6 | 34 | 1,511 | +4 | +4 | 29 | 699 | 50 | 56 | 47 |
| Middle Atlantic | +16 | -4 | +4 | 8 | 312 | -13 | +10 | 6 | 66 | 22 | 29 | 19 |
| East North Central | +10 | -6 | +3 | 11 | 476 | +15 | +8 | 10 | 247 | 54 | 53 | 48 |
| South Atlantic | +35 | +3 | +12 | 5 | 396 | -19 | +6 | 4 | 172 | 49 | 84 | 48 |
| Chemicals, industrial | -6 | -16 | +20 | 13 | 2,550 | +35 | 0 | 9 | 1,714 | 78 | 55 | 65 |
| Clothing and furnishings (except shoes) | +15 | +3 | +2 | 21 | 2,906 | +11 | -10 | 13 | 2,374 | 137 | 140 | 141 |
| Coal | +30 | +5 | +17 | 19 | 4,978 | -4 | -7 | 17 | 5,824 | 123 | 164 | 137 |
| Confectionery | +13 | +3 | +9 | 41 | 1,680 | +13 | +5 | 23 | 937 | 94 | 93 | 89 |
| Middle Atlantic | +12 | -2 | +12 | 7 | 379 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | +12 | +7 | +7 | 4 | 110 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +1 | -8 | +6 | 11 | 286 | +5 | +4 | 7 | 297 | 138 | 132 | 123 |
| South Central | +25 | +13 | +14 | 12 | 600 | +36 | +15 | 6 | 311 | 86 | 88 | 86 |
| Dairy and poultry products | +17 | +21 | +14 | 28 | 8,620 | +36 | -1 | 19 | 3,689 | 51 | 43 | 57 |
| Drugs and sundries (liquor excluded) | +13 | -3 | +13 | 198 | 63,969 | +6 | -6 | 160 | 91,765 | 177 | 190 | 183 |
| New England | +17 | -3 | +14 | 13 | 3,122 | +4 | -4 | 11 | 3,313 | 173 | 195 | 177 |
| Middle Atlantic | +12 | -4 | +11 | 27 | 10,509 | 0 | -7 | 19 | 10,375 | 160 | 185 | 169 |
| East North Central | +14 | -5 | +15 | 28 | 10,832 | +5 | -4 | 22 | 13,831 | 163 | 175 | 158 |
| West North Central | +8 | -5 | +9 | 17 | 6,266 | +2 | -9 | 15 | 8,641 | 161 | 171 | 167 |
| South Atlantic | +18 | +4 | +13 | 32 | 8,201 | +6 | -7 | 24 | 10,650 | 170 | 190 | 195 |
| East South Central | +9 | 0 | +10 | 13 | 3,498 | +6 | -8 | 10 | 4,984 | 174 | 179 | 189 |
| West South Central | +13 | -2 | +12 | 32 | 8,564 | +5 | -6 | 27 | 15,041 | 210 | 224 | 218 |
| Mountain | +12 | -6 | +14 | 13 | 3,120 | +6 | -7 | 11 | 5,933 | 196 | 206 | 198 |
| Pacific | +14 | -5 | +16 | 23 | 9,857 | +11 | -6 | 21 | 17,997 | 184 | 189 | 186 |
| Dry goods | -6 | -9 | 0 | 167 | 41,074 | -12 | -11 | 135 | 64,153 | 185 | 198 | 188 |
| New England | -4 | -4 | -3 | 9 | 873 | 0 | -15 | 9 | 1,038 | 119 | 114 | 134 |
| Middle Atlantic | -2 | +4 | +4 | 44 | 7,437 | -9 | -17 | 29 | 7,704 | 166 | 192 | 194 |
| East North Central | -15 | -15 | -9 | 16 | 4,238 | -23 | -5 | 16 | 6,250 | 147 | 161 | 133 |
| West North Central | -11 | -13 | 0 | 18 | 12,772 | -14 | -10 | 17 | 28,245 | 222 | 230 | 214 |
| South Atlantic | +7 | -10 | +4 | 24 | 5,270 | -11 | -10 | 19 | 6,796 | 143 | 170 | 142 |
| East South Central | +5 | -7 | +1 | 13 | 1,930 | -6 | -18 | 8 | 2,189 | 159 | 172 | 178 |
| West South Central | -3 | -13 | -3 | 15 | 2,921 | -21 | -14 | 15 | 4,817 | 165 | 203 | 168 |
| Mountain | +4 | -4 | +8 | 6 | 577 | +9 | -10 | 5 | 1,270 | 243 | 226 | 265 |
| Pacific | -10 | +11 | -2 | 22 | 5,056 | +13 | -13 | 17 | 5,844 | 223 | 185 | 269 |
| Farm supplies | +27 | -9 | +14 | 18 | 2,643 | +34 | +16 | 8 | 714 | 59 | 63 | 41 |
| Fresh fruits and vegetables | +14 | +5 | +4 | 64 | 6,416 | +4 | +14 | 43 | 1,678 | 36 | 41 | 33 |
| New England | +30 | -3 | +3 | 6 | 272 | +3 | +3 | 6 | 35 | 13 | 16 | 12 |
| Middle Atlantic | +3 | -14 | +2 | 17 | 1,349 | +7 | +12 | 9 | 253 | 37 | 39 | 31 |
| East North Central | +9 | +28 | +2 | 14 | 1,840 | -2 | +13 | 8 | 484 | 45 | 52 | 45 |
| West North Central | +11 | -1 | +4 | 7 | 684 | -5 | +20 | 7 | 293 | 43 | 50 | 35 |
| South Atlantic | +28 | +2 | +19 | 6 | 379 | +43 | +56 | 5 | 136 | 39 | 34 | 25 |
| East South Central | +15 | +11 | +8 | 5 | 338 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +35 | +4 | +10 | 6 | 1,159 | +48 | +13 | 4 | 257 | 24 | 22 | 22 |

See footnotes at end of table.

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## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

## NOVEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent changes | | | November 1951 panel | | Percent change | | November 1951 panel | | | | |
| | Nov. 1951 from Nov. 1950 | Nov. 1951 from Oct. 1951 | 11 mos. 1951 from 11 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Nov. 1951 from Nov. 1950 | Nov. 1951 from Oct. 1951 | Number of establishments reporting | Reported dollar values (add 000) | Nov. 1951 | Nov. 1950 | Oct. 1951 |
| Groceries, total | +11 | -6 | +6 | 909 | $152,534 | -3 | +1 | 734 | $165,803 | 139 | 157 | 130 |
| Non-affiliated full-line wholesalers[3] | +7 | -7 | +5 | 583 | 63,120 | -2 | 0 | 489 | 73,965 | 141 | 152 | 132 |
| New England | -9 | -7 | -4 | 7 | 1,501 | -5 | -4 | 4 | 2,396 | 193 | 175 | 178 |
| Middle Atlantic | +9 | -4 | +1 | 20 | 2,594 | -2 | -4 | 12 | 2,661 | 134 | 160 | 135 |
| East North Central | +8 | -8 | +5 | 147 | 14,501 | +1 | +3 | 137 | 18,422 | 142 | 150 | 127 |
| West North Central | +1 | -8 | +5 | 61 | 6,254 | -5 | -1 | 51 | 7,760 | 148 | 155 | 137 |
| South Central | +10 | -3 | +8 | 65 | 8,018 | +4 | +2 | 39 | 7,156 | 131 | 139 | 126 |
| East South Central | -2 | -10 | +4 | 41 | 4,506 | -4 | +2 | 32 | 4,867 | 139 | 139 | 121 |
| West South Central | +9 | -4 | +7 | 117 | 14,545 | -3 | -1 | 34 | 15,827 | 138 | 153 | 135 |
| Mountain | +13 | 0 | +6 | 27 | 2,902 | -5 | +2 | 25 | 3,859 | 142 | 168 | 139 |
| Pacific | +7 | -11 | +5 | 98 | 8,299 | -3 | -5 | 95 | 11,028 | 140 | 154 | 131 |
| Voluntary-group wholesalers | +11 | -4 | +5 | 208 | 62,319 | -8 | 0 | 166 | 66,556 | 136 | 164 | 132 |
| New England | +2 | -5 | +5 | 11 | 3,952 | -1 | 0 | 8 | 2,485 | 126 | 150 | 119 |
| Middle Atlantic | +11 | -1 | +5 | 42 | 15,633 | -12 | 0 | 29 | 16,023 | 136 | 170 | 138 |
| East North Central | +23 | 0 | +13 | 40 | 12,202 | -6 | +2 | 34 | 9,990 | 115 | 147 | 115 |
| West North Central | +6 | -9 | -5 | 72 | 17,270 | -9 | 0 | 72 | 26,244 | 152 | 177 | 138 |
| South Atlantic | +13 | -3 | +10 | 13 | 3,216 | +6 | -3 | 7 | 2,024 | 109 | 116 | 109 |
| Pacific | +12 | -9 | +12 | 18 | 5,516 | +5 | +3 | 4 | 2,833 | 122 | 129 | 115 |
| Retailer-cooperative warehouses | +23 | -4 | +12 | 21 | 9,736 | -2 | +3 | 13 | 5,837 | 119 | 144 | 106 |
| Specialty lines wholesalers | +18 | -9 | +7 | 97 | 16,859 | +11 | +9 | 66 | 19,445 | 148 | 161 | 122 |
| New England | +11 | -6 | +10 | 4 | 89 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +28 | -15 | +6 | 24 | 4,035 | +2 | +8 | 16 | 3,798 | 115 | 144 | 87 |
| East North Central | +36 | +2 | +1 | 9 | 900 | +2 | +4 | 4 | 200 | 67 | 71 | 59 |
| South Atlantic | +10 | +4 | +13 | 22 | 2,438 | +19 | +1 | 15 | 2,552 | 125 | 116 | 132 |
| East South Central | +18 | +8 | +10 | 6 | 782 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | +13 | -1 | +9 | 5 | 400 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +14 | -13 | +4 | 22 | 7,333 | +13 | +15 | 19 | 11,868 | 201 | 218 | 152 |
| Leather and shoe findings | -2 | -11 | +5 | 27 | 550 | +1 | -1 | 14 | 1,077 | 353 | 329 | 302 |
| Middle Atlantic | -3 | -12 | +5 | 5 | 36 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East North Central | +7 | -3 | +3 | 5 | 98 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West North Central | -11 | -19 | -5 | 4 | 64 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -2 | -12 | +11 | 7 | 281 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Meats and meat products | +16 | +2 | +19 | 40 | 24,680 | +4 | +11 | 35 | 9,396 | 48 | 54 | 45 |
| Middle Atlantic | +12 | -9 | +20 | 10 | 4,326 | +14 | +1 | 10 | 2,250 | 52 | 51 | 47 |
| East North Central | +19 | +21 | +17 | 13 | 10,037 | -10 | +27 | 12 | 4,351 | 46 | 60 | 45 |
| Pacific | +20 | -20 | +30 | 5 | 4,275 | +39 | -12 | 4 | 1,064 | 39 | 37 | 37 |
| Paper and its products | +2 | -9 | +21 | 62 | 10,089 | +20 | +1 | 38 | 8,706 | 122 | 106 | 110 |
| New England | +7 | +1 | +22 | 5 | 326 | +10 | +2 | 4 | 372 | 188 | 195 | 203 |
| Middle Atlantic | 0 | -11 | +28 | 20 | 3,231 | +28 | +6 | 11 | 1,825 | 87 | 74 | 76 |
| East North Central | +3 | -3 | +19 | 16 | 3,678 | +21 | 0 | 11 | 2,707 | 89 | 76 | 84 |
| West North Central | -1 | -16 | +16 | 4 | 329 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +3 | -4 | +23 | 7 | 894 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +1 | -23 | +18 | 7 | 1,237 | +13 | -5 | 6 | 2,342 | 237 | 211 | 185 |
| Petroleum | +13 | +3 | +11 | 29 | 5,841 | +7 | -11 | 28 | 5,099 | 88 | 92 | 101 |
| Shoes and other footwear | +11 | -12 | +17 | 37 | 25,392 | +27 | -2 | 32 | 73,782 | 295 | 257 | 265 |
| Tobacco products | -2 | -12 | +5 | 269 | 41,306 | +9 | +2 | 166 | 19,940 | 70 | 63 | 61 |
| New England | -2 | -8 | +1 | 22 | 3,012 | +7 | -1 | 13 | 734 | 54 | 54 | 55 |
| Middle Atlantic | -7 | -16 | +4 | 60 | 13,540 | +14 | +3 | 38 | 8,841 | 85 | 69 | 68 |
| East North Central | -4 | -14 | +4 | 65 | 7,780 | +2 | -7 | 38 | 2,962 | 66 | 61 | 60 |
| West North Central | +5 | -9 | +6 | 37 | 4,919 | +8 | +5 | 28 | 2,788 | 72 | 70 | 63 |
| South Atlantic | +8 | +1 | +7 | 25 | 5,399 | +4 | +7 | 20 | 2,455 | 52 | 54 | 50 |
| East South Central | +8 | -11 | +8 | 8 | 1,302 | +6 | +1 | 4 | 559 | 53 | 54 | 48 |
| West South Central | -5 | -12 | 0 | 24 | 1,959 | +14 | -2 | 8 | 451 | 53 | 42 | 46 |
| Mountain | +4 | -10 | +11 | 12 | 1,115 | +14 | +5 | 11 | 784 | 71 | 65 | 61 |
| Pacific | -7 | -16 | +5 | 16 | 2,280 | +1 | +1 | 6 | 366 | 62 | 56 | 54 |
| Wines and spirits[4] | -11 | -27 | -3 | 234 | 84,602 | +18 | +10 | 183 | 120,964 | 199 | 142 | 130 |
| New England | -17 | -26 | +8 | 16 | 3,768 | +8 | +14 | 11 | 6,374 | 301 | 194 | 191 |
| Middle Atlantic | -22 | -37 | +3 | 40 | 26,908 | +27 | +13 | 33 | 37,297 | 233 | 117 | 116 |
| East North Central | -13 | -30 | +7 | 32 | 8,614 | +21 | +17 | 22 | 13,313 | 189 | 138 | 114 |
| West North Central | +6 | -20 | -10 | 31 | 7,505 | -6 | 0 | 26 | 9,481 | 189 | 180 | 145 |
| South Atlantic | -12 | -26 | +4 | 39 | 11,636 | +19 | +12 | 34 | 16,399 | 184 | 128 | 121 |
| East South Central | -2 | -11 | +2 | 13 | 3,005 | +23 | -26 | 10 | 4,398 | 182 | 148 | 225 |
| West South Central | +39 | +23 | +3 | 29 | 12,322 | +4 | +10 | 23 | 10,935 | 98 | 136 | 112 |
| Mountain | -6 | -37 | +5 | 9 | 1,929 | +16 | +19 | 8 | 2,920 | 179 | 144 | 90 |
| Pacific | -13 | -37 | +4 | 25 | 8,915 | +29 | +12 | 16 | 19,847 | 304 | 210 | 171 |
| Miscellaneous | +19 | +2 | +14 | 39 | 8,045 | +20 | 0 | 28 | 7,454 | 134 | 134 | 136 |

x Insufficient data to show separately.

[1] Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.

[2] Includes reports received too late for inclusion in previous monthly trends.

[3] Not affiliated with voluntary or cooperative groups.

[4] Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England - (Conn., Maine, Mass., N.H., R.I., Vt.)
Middle Atlantic - (N.J., N.Y., Pa.)
East North Central - (Ill., Ind., Mich., Ohio, Wis.)
West North Central - (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Central - East South Central and West South Central combined.
South Atlantic - (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)
East South Central - (Ala., Ky., Miss., Tenn.)
West South Central - (Ark., La., Okla., Texas)
Mountain - (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific - (Calif., Oreg., Wash.)

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Ref

MONTHLY
# WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
BUREAU OF THE CENSUS
Roy V. Peel, Director

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UNIVERSITY OF ILLINOIS

FOR RELEASE
FEBRUARY 1, 1952

## DECEMBER 1951

## SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,138 wholesale establishments in various lines of business.

SALES

Wholesale dollar sales for the year 1951 were 7 percent ahead of 1950. All geographic divisions followed this trend with sales gains ranging from a slight increase (1%) in the West North Central area to advances of 9 percent in the East North Central and Pacific regions. Of the 37 kinds of business covered in this report, only three trades reported decreases below 1950 sales levels--dry goods (1%), furniture and house furnishings (10%) and electrical appliances and specialties (11%).

December dollar sales of wholesalers for the country as a whole dropped 4 percent below the previous month and were 8 percent under the December 1950 level. Regionally, only the Middle Atlantic, up 5 percent, experienced increased sales over November; all other regions reflected declines, the sharpest drop, 11 percent, being reported in the West North Central division. All geographic divisions, however, indicated lower sales than December 1950, such decreases ranging from 4 to 13 percent. Most trades covered in this survey showed sales below the previous month, as well as December a year ago. Clothing and furnishings, down 47 percent below the previous month and 24 percent under December 1950 sales, registered the heaviest declines below those two periods. Wines and spirits (+44%) reported the most substantial gain over November sales, while fresh fruits and vegetables, with an advance of 19 percent, led the 10 trades indicating increases over December 1950.

INVENTORIES

Dollar value of inventories (at cost) in the hands of wholesalers at the end of 1951 were at a level 12 percent above December 31, 1950, but 4 percent under the previous month. With the exception of the West North Central region, all geographic divisions followed the national trend closely. The West North Central region reported little or no change from November 1951 and December 1950 stock levels. Based on the reports of 3,079 establishments submitting inventories in conjunction with sales, the December stock-sales ratio of 160 was only 2 points lower than the previous month, but 30 points higher than a year ago.

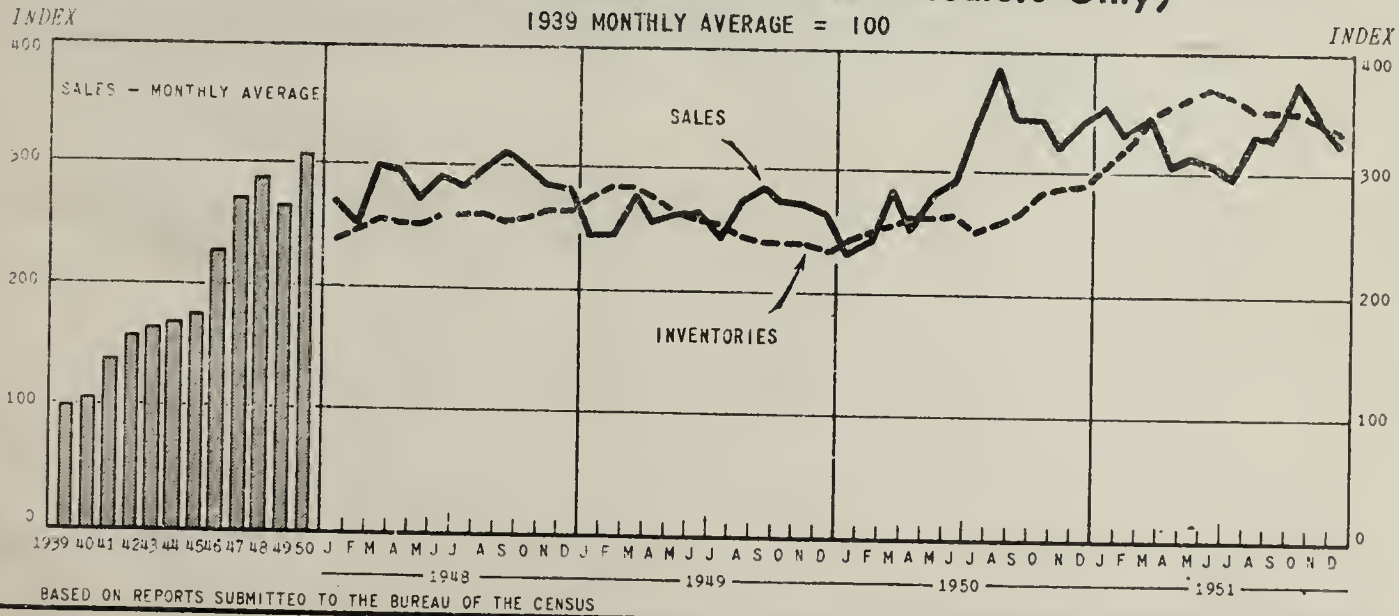
RETAIL

December sales of independent retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 16 percent above November 1951, but 6 percent behind December a year ago.

TRENDS IN WHOLESALERS' SALES AND INVENTORIES

(Service and Limited Function Wholesalers Only)

1939 MONTHLY AVERAGE = 100



BASED ON REPORTS SUBMITTED TO THE BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH OR FOR SEASONAL OR PRICE FLUCTUATIONS.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | Stock-sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1951 panel | | Percent change | | December 1951 panel | | | | |
| | Dec. 1951 from Dec. 1950 | Dec. 1951 from Nov. 1951 | 12 mos. 1951 from 12 mos. 1950[2] | Number of estab-lishments reporting | Reported dollar values (add 000) | Dec. 1951 from Dec. 1950 | Dec. 1951 from Nov. 1951 | Number of estab-lishments reporting | Reported dollar values (add 000) | Dec. 1951 | Dec. 1950 | Nov. 1951 |
| United States, total | -8 | -4 | +7 | 4,133 | $800,901 | +12 | -4 | 3,079 | $1,015,857 | 160 | 130 | 162 |
| New England | -10 | -1 | +6 | 239 | 37,860 | +22 | -3 | 162 | 36,771 | 140 | 103 | 140 |
| Middle Atlantic | -10 | +5 | +6 | 753 | 171,776 | +14 | -7 | 523 | 158,149 | 124 | 97 | 144 |
| East North Central | -10 | -6 | +9 | 790 | 143,063 | +12 | -7 | 631 | 162,617 | 136 | 109 | 138 |
| West North Central | -11 | -11 | +1 | 501 | 95,206 | 0 | -1 | 380 | 150,940 | 195 | 172 | 177 |
| South Atlantic | -4 | -6 | +8 | 513 | 86,367 | +12 | -9 | 378 | 103,986 | 142 | 128 | 157 |
| East South Central | -4 | -6 | +4 | 202 | 30,670 | +4 | -3 | 142 | 37,138 | 163 | 150 | 160 |
| West South Central | -7 | -5 | +6 | 397 | 72,848 | +18 | -4 | 302 | 99,691 | 168 | 131 | 169 |
| Mountain | -13 | -6 | +6 | 173 | 25,948 | +12 | -6 | 140 | 35,997 | 163 | 127 | 163 |
| Pacific | -6 | -4 | +9 | 531 | 112,135 | +17 | -4 | 382 | 145,010 | 170 | 133 | 169 |
| Automotive supplies | -12 | -15 | +9 | 336 | 17,820 | +18 | -2 | 199 | 20,534 | 239 | 193 | 224 |
| New England | -15 | -38 | +5 | 9 | 288 | +6 | +10 | 6 | 430 | 371 | 277 | 214 |
| Middle Atlantic | -13 | -12 | +12 | 48 | 1,343 | +31 | 0 | 43 | 2,712 | 250 | 162 | 210 |
| East North Central | -6 | -6 | +9 | 71 | 4,254 | +23 | -9 | 59 | 6,215 | 176 | 141 | 201 |
| West North Central | -19 | -15 | +8 | 71 | 4,362 | +9 | +5 | 21 | 3,353 | 323 | 270 | 233 |
| South Atlantic | -14 | -31 | +7 | 22 | 2,116 | +13 | +2 | 15 | 1,869 | 326 | 261 | 236 |
| East South Central<br>West South Central | -16 | -24 | +4 | 17 | 1,767 | +10 | -5 | 11 | 1,471 | 223 | 218 | 248 |
| Mountain | -2 | -4 | +4 | 26 | 1,017 | +16 | +2 | 16 | 1,197 | 273 | 222 | 275 |
| Pacific | -4 | -11 | +16 | 72 | 2,673 | +20 | +1 | 28 | 3,287 | 286 | 247 | 258 |
| Electrical group, total | -13 | -5 | +6 | 658 | 165,571 | +36 | -8 | 584 | 222,797 | 146 | 94 | 148 |
| Full-line wholesalers | -11 | -5 | +10 | 428 | 130,760 | +44 | -8 | 421 | 192,463 | 148 | 91 | 153 |
| New England | -15 | -4 | +6 | 33 | 8,448 | +71 | -3 | 33 | 14,068 | 167 | 83 | 164 |
| Middle Atlantic | -4 | -1 | +14 | 57 | 21,711 | +63 | -7 | 56 | 33,013 | 152 | 90 | 163 |
| East North Central | -11 | -4 | +17 | 86 | 31,152 | +45 | -9 | 85 | 39,392 | 127 | 78 | 134 |
| West North Central | -21 | -2 | 0 | 43 | 11,336 | +50 | -6 | 43 | 17,957 | 158 | 84 | 165 |
| South Atlantic | -2 | +4 | +10 | 60 | 17,695 | +22 | -19 | 58 | 23,245 | 136 | 109 | 174 |
| East South Central | -8 | -6 | -1 | 26 | 5,071 | +9 | -3 | 24 | 7,283 | 147 | 125 | 143 |
| West South Central | -10 | -9 | +2 | 48 | 10,926 | +37 | -3 | 48 | 21,519 | 197 | 129 | 184 |
| Mountain | -22 | -6 | +5 | 20 | 4,549 | +45 | -10 | 20 | 6,936 | 152 | 82 | 159 |
| Pacific | -17 | -14 | +11 | 55 | 19,872 | +45 | -3 | 54 | 29,050 | 147 | 84 | 131 |
| Wiring supplies, construction materials distributors | -3 | -2 | +22 | 117 | 9,431 | +20 | +1 | 80 | 9,507 | 135 | 108 | 135 |
| New England | +6 | +1 | +33 | 12 | 778 | +19 | -13 | 4 | 241 | 190 | 118 | 163 |
| Middle Atlantic | +3 | -1 | +28 | 32 | 1,387 | +22 | +1 | 21 | 1,951 | 161 | 142 | 160 |
| East North Central | -1 | -5 | +30 | 21 | 2,558 | +24 | +1 | 15 | 2,466 | 113 | 94 | 115 |
| West North Central | -12 | -4 | 0 | 8 | 875 | +16 | +10 | 6 | 854 | 198 | 137 | 162 |
| South Atlantic | -23 | +2 | +10 | 14 | 1,484 | +35 | 0 | 10 | 1,395 | 110 | 59 | 113 |
| East South Central<br>West South Central | +19 | +2 | +34 | 14 | 1,435 | +9 | -4 | 10 | 1,374 | 138 | 152 | 141 |
| Mountain | -21 | -12 | +8 | 4 | 164 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | +4 | -1 | +23 | 12 | 750 | +11 | +1 | 11 | 1,128 | 152 | 143 | 151 |
| Appliances and specialties wholesalers | -23 | -10 | -11 | 113 | 25,380 | -8 | -12 | 83 | 20,827 | 131 | 103 | 120 |
| New England | -21 | -19 | -3 | 13 | 1,871 | +18 | +29 | 10 | 1,673 | 119 | 78 | 69 |
| Middle Atlantic | -19 | -4 | -11 | 25 | 10,912 | -6 | -15 | 13 | 4,948 | 153 | 110 | 129 |
| East North Central | -30 | -14 | -14 | 17 | 2,513 | -14 | -31 | 11 | 1,932 | 102 | 75 | 120 |
| West North Central | -42 | -17 | -11 | 12 | 2,088 | -18 | -7 | 10 | 3,639 | 186 | 129 | 164 |
| South Atlantic | -14 | -16 | -13 | 20 | 2,912 | +1 | -15 | 19 | 3,129 | 117 | 103 | 117 |
| East South Central<br>West South Central | -17 | +7 | -18 | 9 | 1,410 | -4 | -1 | 7 | 2,088 | 154 | 132 | 166 |
| Mountain | -24 | -19 | -2 | 7 | 1,056 | +1 | -9 | 6 | 1,126 | 116 | 85 | 101 |
| Pacific | -21 | -15 | -13 | 10 | 2,618 | -21 | -16 | 7 | 2,292 | 93 | 95 | 94 |
| Furniture and house furnishings | -19 | -17 | -10 | 85 | 12,854 | -7 | -5 | 67 | 20,135 | 186 | 161 | 161 |
| New England | -25 | -19 | -8 | 4 | 698 | -3 | -12 | 4 | 1,008 | 144 | 111 | 134 |
| Middle Atlantic | -29 | -15 | -17 | 16 | 2,396 | +6 | -11 | 12 | 3,302 | 185 | 130 | 182 |
| East North Central | -3 | -5 | -12 | 8 | 1,818 | -37 | -33 | 6 | 2,010 | 132 | 205 | 188 |
| West North Central | -28 | -26 | -17 | 13 | 1,623 | +15 | +17 | 13 | 5,113 | 215 | 197 | 199 |
| South Atlantic | -12 | -4 | -10 | 11 | 958 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| East South Central<br>West South Central | -13 | -14 | -7 | 15 | 1,847 | -5 | -9 | 15 | 2,889 | 156 | 143 | 148 |
| Mountain | -3 | -10 | -3 | 6 | 914 | -15 | -1 | 4 | 1,382 | 193 | 208 | 192 |
| Pacific | -22 | -27 | -3 | 12 | 2,600 | -17 | +2 | 10 | 3,870 | 164 | 151 | 114 |
| Hardware | -18 | -17 | +6 | 156 | 51,526 | +8 | -1 | 131 | 118,155 | 269 | 203 | 222 |
| Middle Atlantic | -16 | -17 | +13 | 35 | 7,889 | +8 | +3 | 29 | 13,840 | 199 | 154 | 160 |
| East North Central | -25 | -21 | +2 | 23 | 8,620 | +3 | -1 | 22 | 21,537 | 259 | 186 | 209 |
| West North Central | -17 | -22 | +4 | 19 | 9,322 | +4 | -2 | 18 | 23,403 | 308 | 240 | 234 |
| South Atlantic | -12 | -24 | +7 | 22 | 4,493 | +14 | +2 | 19 | 13,100 | 314 | 243 | 237 |
| East South Central | -12 | -8 | +4 | 12 | 3,784 | +14 | -1 | 10 | 8,931 | 266 | 208 | 250 |
| West South Central | -21 | -23 | +3 | 15 | 4,022 | +1 | -3 | 9 | 7,440 | 306 | 229 | 236 |
| Mountain | -29 | +2 | +1 | 8 | 1,941 | +10 | -10 | 5 | 2,078 | 321 | 193 | 298 |
| Pacific | -16 | -11 | +12 | 19 | 11,295 | +15 | -1 | 16 | 27,430 | 266 | 199 | 244 |
| Industrial supplies | 0 | -7 | +29 | 75 | 8,552 | +16 | +3 | 53 | 11,166 | 188 | 164 | 171 |
| New England | -8 | -6 | +32 | 7 | 374 | +19 | +4 | 6 | 1,138 | 388 | 292 | 349 |
| Middle Atlantic | 0 | -8 | +38 | 18 | 1,678 | +41 | +6 | 11 | 1,794 | 166 | 123 | 153 |
| East North Central | -2 | -13 | +30 | 8 | 1,337 | +4 | -4 | 7 | 1,397 | 176 | 157 | 164 |
| West North Central | -5 | -11 | +25 | 7 | 805 | +18 | +1 | 5 | 1,162 | 239 | 177 | 195 |
| South Atlantic | -2 | -14 | +20 | 9 | 685 | +24 | -1 | 8 | 1,719 | 256 | 202 | 222 |
| East South Central<br>West South Central | +5 | -2 | +24 | 20 | 3,015 | +7 | +11 | 11 | 2,709 | 136 | 143 | 119 |
| Pacific | -5 | 0 | +57 | 6 | 658 | +8 | -1 | 5 | 1,247 | 201 | 186 | 206 |
| Jewelry | -10 | +4 | +1 | 143 | 10,079 | +2 | -13 | 82 | 12,865 | 161 | 141 | 196 |
| New England | +1 | +6 | +1 | 6 | 697 | -8 | -10 | 4 | 329 | 160 | 206 | 174 |
| Middle Atlantic | -11 | +3 | +3 | 44 | 2,795 | +8 | -16 | 18 | 2,823 | 132 | 108 | 181 |
| East North Central | -11 | -4 | -3 | 35 | 2,152 | -1 | -11 | 20 | 3,171 | 179 | 157 | 187 |
| West North Central | -8 | +16 | 0 | 14 | 1,373 | 0 | -14 | 10 | 1,837 | 158 | 149 | 223 |
| South Atlantic | -8 | +13 | +2 | 7 | 692 | +14 | -6 | 4 | 961 | 192 | 152 | 209 |
| East South Central<br>West South Central | -3 | +22 | -8 | 5 | 199 | -15 | -21 | 4 | 216 | 119 | 133 | 183 |
| Pacific | -14 | +4 | +4 | 29 | 2,166 | -1 | -12 | 19 | 3,496 | 176 | 150 | 205 |

See footnotes at end of table.

## WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1951

(Data are shown by geographic division, where possible without disclosure of individual operations)

| Geographic division and kind of business | Sales | | | | | Inventory, end-of-month (at cost) | | | | | Stock-sales ratios[1] | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Percent change | | | December 1951 panel | | Percent change | | December 1951 panel | | | | |
| | Dec. 1951 from Dec. 1950 | Dec. 1951 from Nov. 1951 | 12 mos. 1951 from 12 mos. 1950[2] | Number of establishments reporting | Reported dollar values (add 000) | Dec. 1951 from Dec. 1950 | Dec. 1951 from Nov. 1951 | Number of establishments reporting | Reported dollar values (add 000) | Dec. 1951 | Dec. 1950 | Nov. 1951 |
| Lumber and building materials | -7 | -20 | +2 | 64 | $8,811 | +31 | +3 | 43 | $11,062 | 188 | 131 | 143 |
| Middle Atlantic | -4 | -24 | +11 | 15 | 2,028 | +50 | +24 | 8 | 1,249 | 85 | 58 | 52 |
| East North Central | -15 | -39 | +5 | 8 | 630 | +22 | -2 | 6 | 1,064 | 234 | 163 | 133 |
| West North Central | +14 | -2 | -14 | 7 | 590 | +29 | +3 | 4 | 358 | 167 | 93 | 112 |
| South Atlantic | -8 | -24 | +4 | 11 | 1,427 | +27 | +1 | 9 | 1,641 | 235 | 166 | 184 |
| East South Central | +2 | -10 | -3 | 5 | 782 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | | | | | | | | | | | | |
| Mountain | -2 | -7 | +6 | 7 | 2,092 | +36 | -2 | 6 | 3,880 | 200 | 146 | 192 |
| Pacific | -24 | -25 | +4 | 9 | 1,113 | +23 | +8 | 7 | 2,442 | 265 | 163 | 181 |
| Machinery equipment, supplies (except electrical) | +2 | -2 | +32 | 47 | 8,296 | +31 | +2 | 35 | 15,882 | 221 | 165 | 214 |
| New England | -17 | -8 | +13 | 4 | 392 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | +6 | -5 | +43 | 8 | 1,310 | +34 | -1 | 5 | 1,870 | 151 | 120 | 145 |
| East North Central | +18 | -14 | +34 | 12 | 1,477 | +20 | -7 | 9 | 1,789 | 185 | 145 | 168 |
| South Atlantic | -14 | -21 | +4 | 7 | 616 | +10 | +3 | 5 | 2,063 | 382 | 296 | 283 |
| East South Central | +1 | -9 | +32 | 6 | 1,596 | +65 | +3 | 5 | 5,878 | 372 | 228 | 329 |
| West South Central | | | | | | | | | | | | |
| Pacific | +54 | +10 | +52 | 6 | 1,154 | -6 | +2 | 4 | 1,554 | 178 | 329 | 224 |
| Metals | -2 | +1 | +19 | 41 | 13,261 | +27 | +5 | 36 | 16,191 | 129 | 103 | 126 |
| Paints and varnishes | -16 | -36 | +14 | 49 | 3,633 | +4 | +3 | 44 | 16,774 | 474 | 382 | 293 |
| Plumbing and heating supplies | -12 | -13 | +13 | 124 | 16,061 | +5 | -9 | 67 | 17,963 | 162 | 140 | 156 |
| New England | -30 | -25 | -8 | 5 | 222 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Middle Atlantic | -16 | -17 | +10 | 31 | 2,318 | +37 | -4 | 7 | 1,207 | 190 | 139 | 158 |
| East North Central | -19 | -13 | +3 | 15 | 1,245 | +21 | -1 | 12 | 2,479 | 245 | 159 | 215 |
| West North Central | -37 | -26 | -5 | 10 | 760 | +19 | +1 | 8 | 1,986 | 289 | 152 | 210 |
| South Atlantic | -4 | -4 | +19 | 35 | 7,669 | +3 | -14 | 20 | 7,437 | 120 | 115 | 136 |
| East South Central | -11 | -30 | +29 | 11 | 1,804 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -13 | -10 | +24 | 5 | 1,093 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Refrigeration equipment, parts (commercial) | -19 | -25 | +1 | 75 | 1,400 | +5 | +1 | 64 | 4,727 | 422 | 326 | 306 |
| Middle Atlantic | -18 | -41 | -11 | 14 | 414 | +3 | +6 | 11 | 1,249 | 403 | 352 | 211 |
| East North Central | -13 | -2 | -7 | 23 | 252 | -3 | -3 | 18 | 887 | 472 | 404 | 478 |
| South Atlantic | -11 | -31 | +7 | 18 | 265 | +18 | +6 | 18 | 1,088 | 411 | 308 | 268 |
| South Central | -13 | -13 | +19 | 4 | 118 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -26 | -14 | +6 | 13 | 174 | +14 | -1 | 12 | 849 | 663 | 399 | 572 |
| Surgical, medical, equipment, supplies | -16 | -10 | +18 | 31 | 4,307 | +7 | -2 | 25 | 5,056 | 132 | 100 | 120 |
| Middle Atlantic | 0 | +4 | +16 | 6 | 741 | +7 | +3 | 4 | 555 | 94 | 86 | 98 |
| East North Central | -28 | -14 | +21 | 9 | 2,042 | +6 | +2 | 7 | 2,246 | 117 | 78 | 98 |
| South Atlantic | +7 | -8 | +21 | 4 | 520 | +5 | -14 | 4 | 622 | 134 | 121 | 128 |
| South Central | -5 | -9 | +16 | 4 | 454 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Beer | +1 | -4 | +5 | 36 | 1,342 | +9 | +1 | 32 | 779 | 66 | 60 | 62 |
| Middle Atlantic | +10 | +17 | +5 | 8 | 224 | -3 | -6 | 7 | 84 | 38 | 44 | 48 |
| East North Central | +1 | +1 | +3 | 10 | 349 | +26 | +5 | 10 | 218 | 62 | 50 | 60 |
| West North Central | +11 | -3 | -1 | 4 | 90 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| South Atlantic | +8 | -16 | +12 | 4 | 314 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| Pacific | -14 | -7 | +5 | 5 | 270 | +13 | -8 | 4 | 191 | 84 | 63 | 85 |
| Chemicals, industrial | -18 | -6 | +16 | 16 | 2,567 | +21 | +2 | 10 | 1,885 | 87 | 60 | 80 |
| Clothing and furnishings (except shoes) | -24 | -47 | +1 | 21 | 1,387 | -10 | -15 | 14 | 2,131 | 191 | 221 | 129 |
| Coal | +4 | -4 | +15 | 20 | 4,856 | -4 | -16 | 18 | 4,919 | 104 | 117 | 119 |
| Confectionery | +2 | -7 | +9 | 37 | 1,265 | +7 | 0 | 21 | 704 | 101 | 95 | 99 |
| Middle Atlantic | +5 | -3 | +11 | 9 | 437 | +2 | +2 | 5 | 195 | 83 | 79 | 82 |
| South Atlantic | -2 | -6 | +5 | 11 | 255 | +7 | -3 | 6 | 235 | 127 | 116 | 123 |
| East South Central | -4 | -13 | +13 | 11 | 354 | +4 | +5 | 6 | 143 | 89 | 88 | 79 |
| West South Central | | | | | | | | | | | | |
| Dairy and poultry products | +9 | 0 | +14 | 26 | 8,192 | -16 | -17 | 19 | 2,886 | 45 | 58 | 51 |
| Drugs and sundries (liquor excluded) | +1 | -14 | +12 | 189 | 52,649 | (3) | (3) | (3) | (3) | (3) | (3) | (3) |
| New England | +2 | -11 | +13 | 12 | 2,611 | | | | | | | |
| Middle Atlantic | 0 | -11 | +10 | 22 | 8,154 | | | | | | | |
| East North Central | -3 | -14 | +14 | 25 | 8,706 | | | | | | | |
| West North Central | -2 | -15 | +8 | 19 | 5,570 | | | | | | | |
| South Atlantic | +4 | -18 | +13 | 29 | 6,224 | | | | | | | |
| East South Central | -2 | -15 | +10 | 13 | 2,859 | | | | | | | |
| West South Central | +3 | -14 | +12 | 32 | 7,581 | | | | | | | |
| Mountain | +1 | -18 | +13 | 12 | 2,429 | | | | | | | |
| Pacific | +7 | -14 | +16 | 25 | 8,515 | (3) | (3) | (3) | (3) | (3) | (3) | (3) |
| Dry goods | -13 | -34 | -1 | 171 | 25,458 | -20 | +3 | 139 | 62,079 | 301 | 311 | 188 |
| New England | -5 | -22 | -3 | 8 | 677 | -16 | -8 | 8 | 955 | 141 | 160 | 119 |
| Middle Atlantic | -19 | -28 | +2 | 42 | 5,411 | -23 | +1 | 31 | 8,589 | 277 | 264 | 175 |
| East North Central | -24 | -37 | -9 | 16 | 2,679 | -26 | +1 | 16 | 6,287 | 235 | 242 | 147 |
| West North Central | -17 | -36 | -1 | 26 | 7,438 | -18 | +7 | 24 | 27,959 | 380 | 386 | 226 |
| South Atlantic | -11 | -38 | +3 | 23 | 2,814 | -19 | +1 | 17 | 5,565 | 221 | 248 | 142 |
| East South Central | -8 | -34 | +1 | 15 | 1,344 | -14 | -5 | 9 | 2,276 | 241 | 242 | 164 |
| West South Central | -8 | -40 | -4 | 13 | 1,484 | -23 | +2 | 13 | 4,093 | 276 | 328 | 163 |
| Mountain | -19 | -27 | +6 | 5 | 314 | +12 | -6 | 4 | 999 | 356 | 255 | 283 |
| Pacific | +18 | -33 | -1 | 23 | 3,297 | -19 | -3 | 17 | 5,356 | 330 | 375 | 227 |
| Farm supplies | +10 | +6 | +13 | 20 | 3,249 | +23 | +8 | 10 | 1,179 | 82 | 65 | 67 |
| Fresh fruits and vegetables | +19 | +6 | +5 | 62 | 6,071 | +36 | +3 | 43 | 1,197 | 29 | 25 | 30 |
| New England | +19 | 0 | +4 | 7 | 380 | -6 | -12 | 6 | 29 | 11 | 14 | 12 |
| Middle Atlantic | +23 | +2 | +3 | 18 | 1,219 | -2 | -11 | 10 | 50 | 9 | 12 | 10 |
| East North Central | +22 | +4 | +3 | 14 | 1,343 | +29 | -5 | 8 | 168 | 34 | 29 | 37 |
| West North Central | +29 | +22 | +6 | 7 | 832 | +2 | -21 | 7 | 232 | 28 | 35 | 43 |
| South Atlantic | +12 | +19 | +19 | 6 | 450 | +22 | -31 | 5 | 94 | 22 | 21 | 39 |
| East South Central | -2 | +11 | -7 | 7 | 741 | (x) | (x) | (x) | (x) | (x) | (x) | (x) |
| West South Central | | | | | | | | | | | | |
| Pacific | +25 | -3 | +11 | 5 | 1,106 | +66 | +14 | 4 | 294 | 28 | 21 | 24 |

See footnotes at end of table.

UNIVERSITY OF ILLINOIS-URBANA
3 0112 057118686